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the newsweekly for pharmacy

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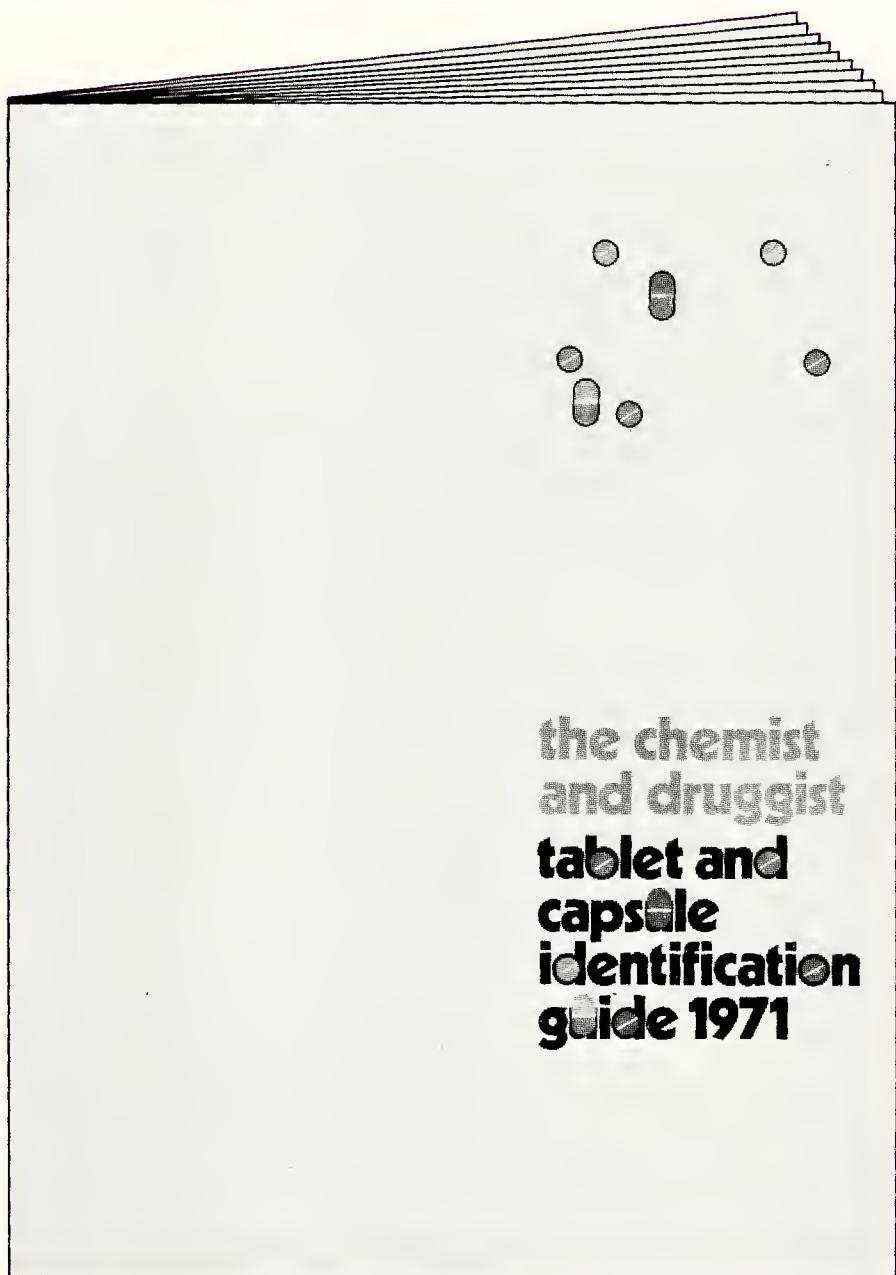
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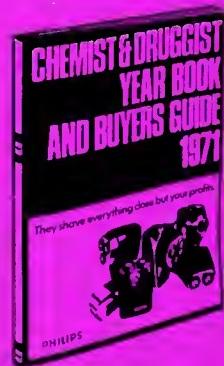
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# CHEMIST & DRUGGIST

112th year of publication Vol. 195 No. 4750

The newsweekly for pharmacy

## CONTENTS

Council advises on refusal to dispense	316
Hospital pay talks continue	316
'Industry' Bill: Society's role in doubt	316
MAOI warning cards ready	316
Industry's status 'may deteriorate'	317
Asthma research unit opened	317
Steetley sales reach £47·5m	318
The Xrayser column: The new medicine	319
NPUM's first competition attracts the entries	323
'Professional' pharmacy in a supermarket	326
Comment □ Resolutions and consequences	327
Polaroid 80 camera reviewed	328
Resolutions for Branch Representatives meeting	330
Drug misuse in NI: scope for pharmacists	331
562 pharmacies closed in 1970	331

Coll.	WellMec
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No.	

Appointments	318	Market News	332
Bonus Offers	323	New Products	320
Books	327	News in Brief	319
Business Briefly	318	On Television Next Week	323
Business Q & A	331	People	319
Coming Events	332	Prescription Specialities	322
Company News	318	Promotions	323
Equipment	322	Trade News	323
Letters	328	Classified Advertisements	333

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A Benn Group Journal



Key Markets Ltd have opened their first  
pharmacy in a supermarket—along  
"professional" lines (see p 326)

# Council advises on refusal to dispense

Prescriptions that pharmacists believe they would be ill-advised to dispense should be endorsed by them with the words "Referred back to prescriber," the Pharmaceutical Society's Council has ruled.

Council was asked for guidance in a Branch representatives' resolution passed at last year's meeting, and the recommendation comes in the final report on action taken on the resolutions.

The endorsement should be accompanied by a signature or a stamp, the Council recommends, so that any other pharmacist receiving such a prescription will know whom to approach for background information.

However, Council emphasises that endorsement is a serious step, which should never be undertaken without the pharmacist involved having failed to obtain satisfactory assurances from the prescriber, and having consulted at least two experienced pharmacists in his or her area who would be prepared, if necessary, to support the pharmacist's action by a declaration that they would have acted in the same way. In the case of an isolated pharmacist, consultation should take place with the Pharmaceutical Society.

The Council concludes: "These provisos are made to emphasise that to refuse to dispense a prescription, although it may be necessary on occasion, is an exercise of individual professional responsibility, and should not be undertaken without the above safeguards."

A summary of other comments on the 1970 branch representatives' resolutions appears on page 331.

## Hospital pay talks continue

The two sides of Pharmaceutical Whitley Council Committee are to meet again on March 25 to discuss a pay claim by the staff side that would give chief pharmacists in category V hospitals a top salary of £4,000 per annum.

A statement issued by the Guild of Public Pharmacists on March 15 reads: "Committee C of the Pharmaceutical

Whitley Council met on March 12 to discuss the salary claim submitted in October 1970. The management side made an offer for increases on existing salaries together with views on Noel Hall scales. Discussions will continue on March 25, 1971."

The wording of the statement would appear to indicate that the offer made by the management side was unacceptable to the staff side—although not totally so.

## Faults in shampoo test revealed

Probable errors in the techniques used to determine the efficiency of shampoos have been highlighted by Mr K. V. Curry of Unilever Research Laboratories.

Together with Mr S. Golding, NV Vinolia-Gibbs, SA Belgium, he has been investigating the extraction of fatty materials from hair clippings.

In sequential extraction experiments using diethyl ether, methylene chloride and ethanol, studying the effect of extraction temperature, they have examined the different lipid fractions. The work has established the probable existence of a strongly adsorbed layer of material on the hair surface, consisting of high melting fatty acid and possibly linked to the hair by calcium atom bridges.

The authors suggest that since most techniques of detergency evaluation include solvent extraction of hair before and after shampooing, the extractable lipid material can vary, depending on the pH of the shampoo and rinsing solutions and the hardness of the water used.

The amount of extract would be higher if the pH was acid, or lower if rinsing in hard water, owing to the formation of calcium salts which are rendered non-extractable. The former effect could give rise to low values of deter-



Servier Laboratories last month gave a gas liquid chromatograph to Kumasi University, Ghana. The equipment will be used to investigate the effects of dietary habits on absorption, distribution and metabolism of various drugs. This work will be part of a joint research project between the Chelsea School of Pharmacy and the Faculty of Pharmacy of Kumasi University. The University's vice-chancellor, Dr E. Evans-Anfom (left), is here receiving the apparatus from Mr K. J. Hillman, Servier's export manager

gency efficiency while the latter effect would indicate high values of lipid removal by shampoos.

Mr Curry presented the details of his paper at the Symposium on Appendages of the Skin, organised by the Society of Cosmetic Chemists and held at Eastbourne on March 10 (see C&D March 13, p 303).

## MAOI warning cards ready

The Pharmaceutical Society is currently distributing to retail pharmacists the monoamine-oxidase inhibitor warning cards that have been under discussion for some months. The cards, intended to be handed the patient at the same time as the drug, warn of the dangers of eating amine-containing foods while under therapy.

A letter from the Society recommends that all MAOI drugs should be stored on a separate shelf in the dispensary, with a shelf strip reminder that a card should be issued when they are dispensed.

In the same letter is the advice that when scalp lotions or shampoos containing 50 per cent or more of alcohol are dispensed they should be labelled: "Caution: This preparation is inflammable. Do not use it or dry the hair near a fire or naked flame." There is also a reminder of the need to label certain other products "Inflammable" and to avoid covering manufacturers' warning labels with address slips, price tickets, etc.

## 'Industry' Bill: Society's role in doubt

It now seems doubtful whether the Pharmaceutical Society will be able to register as a negotiating organisation for pharmacists under the Industrial Relations Bill, if it becomes law.

The Government's amendment providing for a "special register" to encompass bodies such as the British Medical Association (C&D February 27/March 6, p 261) and chartered organisations, includes the requirement that the activities of a registerable organisation must "include the regulation of relations between workers of that description or those descriptions and employers or organisations of employers."

The two other criteria for registration — provided the organisation is a registered company or incorporated by charter or letters patent — are that the organisation should be independent and consist wholly or mainly of workers of one or more descriptions, and have power to alter its own rules and to control the application of its own property and funds.

The amendment is one of a series being considered during the report stage of the Bill.

## Cancellation

As a result of the postal strike, the one-day conference organised by the Anglia Region of the Pharmaceutical Society which was scheduled to take place on April 18, has been cancelled.

## Student award link with D. H. Lawrence

The name of D. H. Lawrence, author and artist, is being applied to an annual award to the department of pharmacy, University of Nottingham. The award will take the form of a prize of £50 and a presentation scroll, and will go to a second-year student partly for academic excellence and partly for his or her contribution to student affairs.

The reason for Lawrence's name being attached to the prize is that J. H. Haywood Ltd, the Nottingham chemist wholesalers, who are donating the annual prize, once employed Lawrence as an export clerk. (In those days Haywood manufactured surgical hosiery; the central character of Lawrence's novel "Sons and Lovers," takes up employment with a firm of surgical hosiery manufacturers, and a number of other employees of the company with whom Lawrence came into contact are believed to be also portrayed.)

Haywood, now pharmaceutical wholesalers serving about 700 chemists in an area from Northampton to South Yorkshire, have just completed extensive rebuilding and renovation of their Nottingham warehouse. The company was acquired last year by Barclay & Sons Ltd.

## Drugs given to addict

Alan William Hough, MPS, Wyre Avenue, Kirkham, Lancs, who became friendly with a drug addict and supplied him with tablets was fined £50 and sentenced to six months' imprisonment suspended for two years on each of two charges when he appeared before Preston magistrates recently. For Mr Hough it was said that he had been in business for four years and had still to face disciplinary proceedings from his own professional body.

The drugs concerned were of the soft variety (Dinamyl and Dexedrine) and Hough was trying to wean Birchall off them. He had no financial gain.

## Legislation and the drug industry

Mr L. Pavitt asked the Secretary of State for Social Services in the Commons this week why drug companies that are not members of the Association of the British Pharmaceutical Industry are not consulted about legislation affecting their busi-



*Discussing the Lawrence memorial prize (see story this page) are (from left) Mr T. F. Cammack, chairman and managing director, J. H. Haywood, Professor M. W. Partridge, head of department of pharmacy, Nottingham University, Mr. F. W. Cammack, past chairman of Haywood, and Mr Stewart M. Ritchie, general manager, Barclay & Sons Ltd*

## Industry's status 'may deteriorate'

Growth in pharmaceutical companies' profits is likely to come increasingly from overseas or from diversification at home, according to a recent report on the pharmaceutical industry by a firm of stockbrokers.

The major reasons for this are given as the relatively unexploited foreign markets, particularly the United States, and the fact that the National Health Service may become a "relatively less attractive area for UK drug companies in the medium term."

Despite growing export sales, the report suggests that profits from pharmaceutical companies' NHS sales will fall marginally this year.

From an investment viewpoint, the status of pharmaceutical companies may begin to deteriorate slightly over the medium term, says the report, as a result of certain Government measures. For instance, the proposed cost-related charge on prescriptions, if and when implemented, may depress demand for a longer period than will the raising of the prescription charge to £0.20.

Profits may also be affected this year by the provisions of the Medicines Act which will give rise to exceptional costs,

nesses. Sir Keith Joseph replied that the Medicines Act required the Ministers to consult "such organisations as appear to them to be representative of interests likely to be substantially affected." Such organisations were consulted, he said.

particularly for smaller companies. The following quoted figures are said to be of the last reported year:

Sales by major UK quoted companies			
	Total Sales £m	Estimated UK Sales £m	NHS Sales £m
Beecham	161.1	78.8	9.0
Glaxo	157.5	71.6	9.2
Reckitt & Colman	156.8	45.5	1.0
LRC International	34.8	26.5	2.5
Smith & Nephew	42.5	28.0	5.9

(*The Pharmaceutical Industry* — a survey of its history and structure and an assessment of its present situation by P. B. Gale. Hoare & Co, Govett, 1 King Street, London EC2.)

## Asthma research unit opened

A clinical pharmacology unit devoted to the study of drug treatments for asthma was formally opened at the Brompton Hospital, London, on March 12 by Lord Aberdare, Minister of State, Department of Health and Social Security.

The new unit, set up by the Asthma Research Council, is said to be the first of its kind in Britain entirely devoted to research into the drug treatment of asthma in a specialist hospital.

It is fully-equipped to investigate the metabolism and excretion of all drugs used in the treatment of asthma by ordinary chemical and radio-isotope methods.

Accommodation and funds for the construction of the laboratory were provided by the Brompton Hospital Board.

The unit has a staff of four under the direction of Dr J. W. Paterson. The team will be interested in the evaluation of new drugs and in the reassessment of older treatments.

Among the older treatments Dr Paterson said he is particularly interested in the interactions between ephedrine, theophylline and barbiturates, which are often given in combination. Giving reasons for his interest, he pointed out the potentiating effect that sedative drugs can have on anti-coagulants.

Among the newer drugs being studied are a number of prophylactics such as the bronchodilator salbutamol and disodium cromoglycate.

## Prescribing survey grant

A grant of £8,715 has been made jointly by the Scottish Home and Health Department and the Department of Health and Social Security to Mr A. W. Patterson, Heriot-Watt University, to study the prescribing habits of National Health Service doctors in general practice in Scotland.

The grant covers a period of one year from March 1.

Mr Patterson is director of a Unit for Research into Drug Usage which was established at Heriot-Watt University in 1970 with an initial grant of £5,000 from the Department of Health and Social Security to undertake similar studies for England and Wales.

The two investigations will supplement the annual survey of prescribing costs undertaken by the Department of Health and Social Security, and will deal in greater depth with such subjects as what preparations are being prescribed and how.

The Unit is collaborating in the project with Professor W. M. Williams of the Department of Sociology, University College, Swansea, who is interested in patterns of prescribing by area, and environmental conditions such as industry in that area.

Mr Patterson told the C&D that although similar studies have been undertaken in the past, this is the biggest to date.

# COMPANY NEWS

## Steetley sales reach £47·5m

Group profit, before tax, of The Steetley Co Ltd amounted to £6·18m in 1970 including £0·43m from Berk Ltd for six months.

Sales expanded from £28·97m to £47·54m of which Berk contributed £10·92m.

In 1970 Steetley's share of sales and profits of associated companies in which the company has a minimum 25 per cent interest, have been included. The effect of this change has been to increase 1970 sales by £1·25m and the surplus, before tax, by £163·000.

The dividend is stepped up from 4·75p to 5·25p per 25p share with a final of 3·25p.

## Kodak's plans for expansion

Kodak Ltd are building a marketing education centre at a cost of £731,729, at Gadebridge, about one mile away from the company's new head office at Hemel Hempstead, Herts. The centre, due for completion in 1972, will be a two-storey building, with a staff of 60, where Kodak will train its customers and staff.

The company also recently signed a contract worth £340,000 to extend their Manchester distribution centre.

## Jeyes' sales up £2m

Sales of Jeyes Group Ltd in 1970, at £14·99m, were up by 16·9 per cent compared with 1969. Profit, before tax, was £844,550 (against £782,832) and after tax, £506,996 (£436,311). The figures include post-acquisition sales of £638,456 and profits of £19,321 of Associated Aerosols Co Ltd.

A final dividend of 12½ per cent makes the annual total unchanged at 19½ per cent.

## Thomas Morson's 150 years

Employees from Thomas Morson & Son Ltd, Ponders End and Merck Sharp & Dohme Ltd, Hoddesdon were recently invited, together with husbands



*A total of 582 years' service was represented by 13 former employees at a reunion dinner organised recently by Smith Kendon Ltd. They are pictured here with chairman Mr D. A. L. Smith (centre) and Mrs Smith. Next to Mrs Smith is Mr F. Usher, the longest-serving member, with 55 years*

and wives to a dinner and dance in London to mark the establishment in 1821 of Thomas Morson & Son Ltd.

Several eminent members of the MSD international division and Merck Research Laboratories, attended including Mr Huskel Ekaireb, president MSDI, Mr Dewey H. Stallard, vice-president, MSDI, Dr Maurice Hilleman (a world authority in virus and cell biology research), Dr Alan Gray and Mr A. Angel.

[It is regretted that the omission by the printer of a nought in last week's report made the company a comparative youngster — Editor.]

## Syntex move into skin care

Syntex Pharmaceuticals Ltd have formed a skin care division headed by Mr Rex Priddy (formerly the company's ethical products sales manager) as marketing manager. Appointed one of the first area managers is Mr Brian Theaker who has joined Syntex with eight years' experience in the cosmetic market. The company are expected to launch four skin care products in April.

## Dixon's Photo' in Sweden

Dixons Photographic Ltd have contracted to acquire Merkurex AB, Gothenburg, Sweden.

Merkurex have exclusive agencies from several Japanese manufacturers for distribution of photographic and ancillary equipment which they market to retail and mail order groups in Europe.

Merkurex profits are estimated at approximately £200,000 before tax for the

year December 1970. Consideration is approximately £365,000 in cash over five years, with further payments equivalent to 25 per cent. of profit before tax over the next five years.

## Overseas sales up 19 per cent

Sales by Sterling-Winthrop Group, in 1970, were £27m of which overseas sales at £13m accounted for nearly half, an increase of 19 per cent on 1969. During 1970 capital investment in the UK amounted to £1·5m and the total assets of the group increased by £4m to £27·5m.

Of the group's total business 18 per cent was supplied to the National Health Service through Winthrop Laboratories.

## In brief

**Wilson & Mansfield Ltd.** with P. Robertet et Cie, Grasse, France, whom they have represented in the United Kingdom for many years, have formed a new joint company, Robertet (UK) Ltd to specialise in the supply of perfumery raw materials and compounds. Mr D. N. Davies is adding to his existing activities by joining the board and Mr Robert Calkin will be chief perfumer.

Wilson & Mansfield will continue to supply all their other products in the same way as in the past.

**Alo Cosmetics Ltd** state that since the launch of the full range of products in March 1970, the company has appointed 150 selected agents from among chemists throughout the country, and can point to a national average annual stock turn of 4·8. The programme for

the second year gives the company a target of an additional 100 agents.

**P I F Pharmaceuticals Ltd** is now the registered name of Potts' Infants' Friend Ltd, Prospect Place, Lenton, Nottingham NG7 1RX. The change has been made so that the title is more in keeping with the company's present day function as wholesale chemists.

**Dow Corning Corporation** of the United States, holders of 40 per cent of the equity of Midland Silicones Ltd, have agreed to buy for £3,525,000 in cash the remaining 60 per cent held by Albright & Wilson Ltd.

**Inveresk Paper Ltd:** Pre-tax group profits fell from £430,000 to £103,000 in the year ended December 26, 1970. External sales were £24·72m (£24·70m

**Polaroid Corporation** have opened marketing subsidiary companies in Norway and Austria with offices in Oslo and Vienna.

**Smith & Nephew Associate Companies Ltd** are making rights issue of £7·5m 8 per cent convertible unsecured loan Stock 1981, to Ordinary holders on a one-for-nineteen basis.

## Appointments

**Imperial Chemical Industries Ltd, pharmaceuticals division** Mr J. D. F. Barnes, 35, has been appointed to the board of ICI pharmaceuticals division. He succeeds Mr P. W. Cunliffe, recently appointed division deputy chairman, a overseas director.

For the past three years David Barnes has been European manager of pharmaceuticals division.

**Rapidol Ltd** have appointed Mr K. J. Astill their representative in the Manchester area. Apart from his normal calls on chemists, Mr Astill will be recruiting chemists assistants for courses on hair colouring to be held at Inecto's Manchester school.

**Ferro Metal and Chemical Corporation Ltd** have appointed Mr Michael D. Potter their chemical marketing manager. Mr Potter previously held a position with Boots Pure Drug Co, Nottingham.

**Coleman & Co, Ltd.** have appointed Mr Dennis Ramsbottom their sales director. He will be based mainly at Coleman's London office, Walkden House, Melton Street, NW1. Mr Ian Poustie has resigned

# PEOPLE

**Mr D. E. Mark Evans**, Whatstandwell, Derbyshire, has retired as managing director of John Dent (Chemists) Ltd, Chesterfield, after some 17 years with the company, but he is being retained as consultant director.

**Councillor Oliver Duffelen**, MPS, is to be the next mayor of Scunthorpe. Mr Duffelen serves on the Sheffield Regional Hospital Board and is chairman of its establishment committee.

**Alderman Leonard Edwards**, MPS, 14 Queen's Park View, Handbridge, Chester, is mayor-elect of Chester. He is a past chairman of Chester Branch of the Pharmaceutical Society, and a former Sheriff of Chester.

**Mr Frederick Butterfield**, Britain's oldest retired pharmacist, celebrated his 107th birthday recently, with a champagne party attended by relatives and friends. The chemist's shop in Station Bridge, Harrogate, which he founded in 1893, has closed since his son, Edwin, died in 1970.

**Mr A. F. Walton**, marketing director, WB Pharmaceuticals Ltd, has just embarked on an extensive tour of the Far East, lasting two and a half months. He will be visiting Australia, New Zealand, Hong Kong, Singapore, Thailand and Pakistan. Mr Walton, who has controlled marketing of "ethical" products for Ward Blenkinsop for a number of years, will join the trade mission to Australia and New Zealand organised by the North-west London Export Group.

**Mr Walter J. Macdonald, MPS**, 117 High Street, Nairn, has retired and with his wife, Frances, is off on an extended holiday in Rhodesia. The business, which has now closed, was started in 1893 by Mr Macdonald's late father, Dr D. D. Macdonald. The close-down of Macdonald's will mean Nairn now has only two pharmacies.

**Mr Anthony F. Fell**, a lecturer in the department of pharmacy at Heriot-Watt University, Edinburgh, has left for an eight-week stay in Russia. He will be spending most of his time at the Institute of Natural Product Chemistry of the Academy of Sciences in Moscow, but will be making short

visits to establishments in Leningrad and Kharkov.

Mr Fell, 29, is travelling under the Anglo-Soviet exchange agreement and is receiving a Carnegie Trust grant to pay for the trip. He will be engaged on research work in analytical methods for pharmaceuticals, and wants to find out what kind of standing the work he is doing in Edinburgh has in Russia.

**Mrs P. Fielder** has joined the NPU Group to supervise the new coupon exchange scheme [corrected note].

## Deaths

**Thoms:** In hospital, recently, after a long illness, Miss Ann F. C. Thoms, aged 82. A native of Dundee, Miss Thoms qualified in 1910 and worked in Newburgh and Coupar Angus prior to taking over her own shop in Blackness Road, Dundee, many years ago.

**Weston:** On March 12, Mr John Redvers Weston, 9 Weston Road, Colehill, Wimborne, Dorset. Mr Weston qualified as a pharmacist in 1928 and was a former manager of Boots' Wimborne branch.

**Williams:** On February 27, Mrs Phyllis Mary Williams, MPS, 113 Whitmore Road, Harrow, Middlesex, aged 66. Mrs Williams, who qualified in 1927, opened a pharmacy in Northolt Road, Harrow, in 1938. With her husband Mr W. Lloyd Williams, MPS, she ran the business until 1964.

## NEWS IN BRIEF

□ The Shops (Sunday Trading) Bill received its third reading in the House of Lords on March 9, and was passed on to the Commons.

□ The general index of retail prices in January was 147·0 (January, 1962 taken as 100), compared with 145·0 in December, 1970.

□ The last date for receipt of nomination papers in the National Pharmaceutical Union Executive Committee election is noon on Monday, March 22 [corrected note].

□ The Ministry of Home Affairs, Northern Ireland, has withdrawn from William David Smith, 118 Marlborough Park Central, Belfast, the authorities to possess, supply and prescribe Dangerous Drugs. The withdrawal is effective also in Great Britain and the list on p 217 of the C&D Year Book, 1971, should be suitably amended.

## THE XRAYSER COLUMN

### The new medicine

In an address at Bristol on February 24, Mr W. M. Darling, president of the Pharmaceutical Society, covered a wide range of the problems with which pharmacy is faced at the present time, and in doing so appeared ready to take arms against a sea of troubles, though it would be optimistic to suppose mere opposing would end them. The problems are there, and many of them are not of recent origin.

It is true, as the president indicated, that pharmacy closures are taking place over the whole country. That is not new, for in a completely unplanned pattern, governed entirely by opportunism, pharmacies have been opening and closing for a century or more.

A study of the street directories of the late 19th century and a comparison with those of, say, 25 years ago, will illustrate that change has always been taking place. That was one of the normal hazards of allowing such things as medical and pharmaceutical services to depend upon supply and demand. And that lack of system seemed to work reasonably well, providing the public with a fair distribution of physicians and pharmacists within comfortable walking distance. Even only 50 years ago, that was as essential as it was understandable, for public transport was limited and private transport even more so.

But the coming into being of the National Health Service in 1948 foreshadowed great changes, for the concept of the health centre was clearly visualised and it—or more often group practice—is now with us and is coming to be regarded as the future of medicine.

### Group practice

Such a development is inevitably having its effect on pharmacy and will undoubtedly, as the president said, lead to an acceleration of the rate of closure. If 30 or 40 or even more doctors are to choose to work under such conditions the viability of a number of pharmacies is immediately put at risk. But it may also be that the herding together of so many doctors is not without considerable risk to themselves. For nothing seems more calculated to hasten the day of the salaried service. It would seem so much tidier to the official mind. I have wondered if the eagerness with which government has fostered the growth and development of health centres has not in part been influenced by that consideration. The doctors who have flocked to become "one of the herd" may find that the shearers are ready and waiting.

But where does pharmacy come into the picture? Is the government really interested in planned distribution of pharmacies if there is no distribution of doctors? While it is true that the doctor may visit the patient in his home, we may see a growing reluctance to visit from much greater distances. We cannot view pharmacy's part in the changing picture in isolation, for we are witnessing social upheaval.

### Uncertain future

What does the government see as the pharmaceutical needs of the community? Does it regard the supply of medicines under the NHS as its only interest in pharmacy? Has it shown any concern over the many closures taking place?

The whole question cannot be left to chance by the government, any more than by pharmacy itself. Should pharmacy be planning its future so that in 30 years' time the number of pharmacists on the register will be just adequate for them to spend their whole time in professional pharmacy? That may be the ultimate outcome.

# NEW PRODUCTS AND PACKS

## Over-the-counter medicinals

### Gel replaces cream

On April 1, Flypel insect repellent gel will replace Flypel cream in the UK. Pack is a 30-g tube (£0·18), supplied in display outer of one dozen. Introductory bonus terms will apply until the end of June. (Imperial Chemical Industries Ltd, Pharmaceuticals Division, Alderley House, Alderley Park, Macclesfield, Cheshire, SK10 4TF.)

## Pharmaceutical specialities

### Berk introduction

Berk Pharmaceuticals have introduced Pevidine surgical scrub, a preparation of povidone-iodine specially formulated for preoperative disinfection of the skin by hospital personnel and for general use.

Pevidine surgical scrub is supplied in bottles of 50 ml (£1·08 trade) and 5 litres (£5·00). An elbow tap wall outfit (£2·20) and plastic dispensing pump (£0·41) are also available. (Berk Pharmaceuticals Ltd, Shalford, Surrey.)

### For baby

#### Babysafe modification

Available now is the new Cannon Babysafe feeding bottle complete with Dormal cap (£0·21). The addition of the Dormal cap, designed to keep the feeding teat dust free before feeds, enhances the clean sterile lines of the existing popular feeding bottle. (Cannon Rubber Manufacturers Ltd, Ashley Road, London N17 91H.)

### Horticultural

#### Bayer's garden "image"

Bayer have developed a new "range image" for their garden products, with the intention of offering the most up-to-date chemicals, in easy-to-use, informative packs, at an economic price.

There are seven new products. An aerosol aphid gun (£0·39) and aphid spray (£0·24) contain the systemic insecticide Rogor dimethoate. Morkit bird repellent spray (£0·21) contains anthraquinone and is designed to protect buds, blossoms and seedlings from bird damage.

Elvaron blackspot spray (£0·24) contains



dichlofluanid and is a control for black-spot and mildew on roses, and botrytis on soft fruits and flowers. Tugon ant killer (£0·18) is based on trichlorphon, and is suitable for use indoors and outdoors. Dimanin green slime remover contains an alkyldimethylbenzyl ammonium chloride and is designed to remove slime from greenhouses, flowerpots, paths, etc.

Finally, Diptex garden insect spray (£0·24), containing trichlorphon, is described as a safe and effective insect killer; it does not persist and fruit and vegetables may be eaten only two days after spraying. A range of garden aids previously sold under the Baywood label, remains available. (Bayer Agrochem Ltd, Eastern Way, Bury St Edmunds, Suffolk.)

### Sundries

#### Jeyes update toilet tissue range

Jeyes UK have introduced a new flat-pack tissue, Jeyssoft, which combines the economy of manilla tissue with the luxury of soft tissue. Jeyes are confident that Jeyssoft, a single ply, high quality white tissue in an elegant yellow pack, will attract current flats purchasers, and those who use soft rolls, but would like a flat pack at the economical price—30 pulls per penny. The launch is supported by a national poster campaign from May to July.

For those who still prefer manilla tissues, Jeyes have re-packaged their flats, and given them a new name which spells out the qualities which make manilla tissue different from soft—Superstrong. To go with the new packs, which both come in



singles and doubles, is a special white plastic holder. Jeyssoft buyers can obtain one for four empty packets in a free mail-in offer. The same holder, which is specially designed to hold all Jeyes flat packs, will also be on sale in a bubble pack, with a punched header card for easy retailing. (Jeyes UK Ltd, Brunel Way, Thetford, Norfolk.)

### Re-styled Airwick

Jeyes have relaunched their Airwick aerosols in a range of distinctively-designed 16-oz cans, which all feature the Royal Warrant in lacquered gold on the front.

There are five aerosols in the range—three air fresheners, a fly killer and a moth proofer.

The air fresheners (£0·20) come in the Lilactime, Alpine and Springtime fragrances which proved so popular in the old 8-oz range. Each contains the same 125 natural ingredients as the recently-launched Airwick solid. These deodorise the room, leaving a pleasantly fresh, lightly perfumed atmosphere. The air freshener cans are all dark green, with the fragrance printed in a contrasting colour.

The fly killer (£0·20) is packed in a purple can, and contains pyrethrum.

The mothproofer (£0·25) will give one year's protection to woollens and other garments if they are sprayed before being put away, and safeguards carpets, curtains and upholstery as well. It kills not only the moths, but their larvae too. The can is dark blue.

The new cans are filled by Aerosols International Ltd, one of the Jeyes Group. They all have white plastic caps and are shrink-wrapped in packs of one dozen. (Jeyes UK Ltd, Brunel Way, Thetford, Norfolk.)

# MEGGIE WIGS

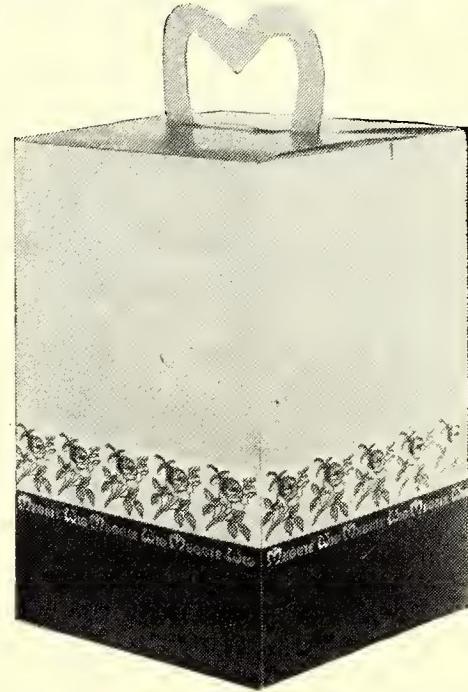
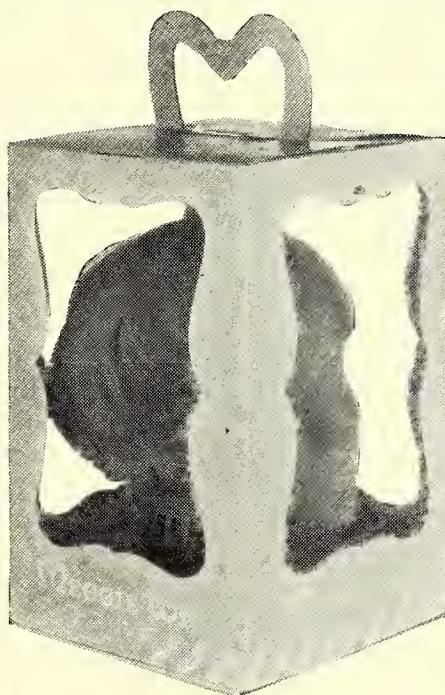
. . . are a wonderful line  
for the modern CHEMIST !



"MEGGIE WIGS" are manufactured from 100% Courtaulds Tekilan hair fibre. As lustrous as real hair, flameproof, non-allergenic and can be washed in luke warm water, rinsed, and left to dry at room temperature. The style and silky texture will last even with excessive wear. Every model comes complete with a P.V.C. head-stand in the elegant display box with outer wrapper as illustrated here.



THEY COME READY-WRAPPED



COMPLETE WITH P.V.C. HEAD !



*Send for full details of the complete range and exciting colours they're all available in, now—to:-*



**INTER-ALIA  
PHARMACEUTICAL**

**SERVICES LTD. (Meggie Wig Division)**

**Raphael House, 226 High Street North, London E.6.**

*Phone: 01-552 4344/7.*

*Cables: Intal pharm London E.6.*

# PRESCRIPTION SPECIALITIES

## TOPILAR ointment

**Manufacturer** Syntex Pharmaceuticals Ltd, St Ives House, St Ives Road, Maidenhead, Berks

**Description** Emollient ointment containing 0.025 per cent fluclorolone acetonide

**Indications** Anti-inflammatory agent for use in steroid-responsive dermatoses, including psoriasis, dermatitis (eczema) of all acute and chronic types (atopic, seborrhoeic and stasis dermatitis)

**Contraindications** Use with caution in frank infections of the skin. Should not be used extensively during pregnancy

**Method of use** A thin smear to affected areas twice daily until acute phase has passed; followed by one application daily for at least one week. Treatment can be concluded by alternate daily applications for two weeks

**Precautions** Care should be taken to avoid areas of frank ulceration

**Notes** Should not be mixed with aqueous products

**Side effects** With large areas requiring 20 g or more daily there may be systemic absorption, particularly if used with occlusive dressings. Prolonged application may result in atrophic striae. Occasional folliculitis has been associated with occlusive dressings

**Storage** In cool conditions. Shelf life at least two years

**Packs** Tube of 15 g (£0.30 trade), 30 g (£0.58½ trade), 1000 g (£1.50 trade), 500 g (hospital use only £6.25)

**Supply restrictions** Therapeutic Substances Act  
**Issued** March 1971

## BISOLVON injection

**Manufacturer** Boehringer Ingelheim Ltd, Isleworth, Middlesex

**Description** Injection solution containing 4 mg bromhexine hydrochloride in 2 ml

**Indications, etc** As for other Bisolvon preparations

**Dosage** For adults: 8-24 mg daily, by slow intravenous or deep intramuscular injection. 8-12 mg may be added to 500 ml of dextrose solution for slow intravenous infusion

**Notes** Incompatible with saline solution. Injections must be given in 5 per cent dextrose solution only. Solution is acidic (pH 3) and is filled under nitrogen

**Storage** At equable temperatures, protect from direct sunlight

**Packs** 2 ml amber ampoules in packs of 5 (£0.50 trade)

**Issued** March 1971

## CATAPRES tablets and injection

**Manufacturer** Boehringer Ingelheim Ltd, Isleworth House, Great West Road, Isleworth, Middlesex

**Description** White tablets containing 0.1 mg clonidine hydrochloride and injection containing 0.15 mg clonidine hydrochloride in 1 ml

**Indications** Anti-hypertensive for all grades of hypertension, whether classified as essential or secondary, hypertension or hypertension during pregnancy. May be given in combination with diuretics or other anti-hypertensive agents

**Dosage** Tablets: should commence with ½-1 tablet daily, three times daily. May be increased every second or third day by ½-1 tablet until satisfactory control is achieved. Moderate hypertension 0.45-0.6 mg daily.

More severe cases 0.6-1.2 mg daily. Ampoules: in hypertensive crises up to five ampoules (0.75 mg) may be given in 24 hours. Onset of action 10-30 minutes. Maximal effect after one hour

**Precautions** Caution should be observed with patients with a known history of depression, Raynaud's disease or thromboangiitis obliterans

**Notes** Intravenous injection should be given slowly to avoid any pressor effects. Termination of oral therapy should be performed gradually

**Side effects** Initially sedation and dry mouth in a proportion of patients. Occasional initial fluid retention. Dizziness, headache, nocturnal unrest, nausea, euphoria, constipation, impotence (rarely) and agitation on withdrawal of treatment have been noted. Facial pallor may also be seen

**Packs** Tablets: packs of 50 (£1.06, trade) and 250 (£5.00, trade). Ampoules: pack of 5 (£0.50, trade)

**Supply restrictions** Recommended on prescription only

**Issued** March 1971

## ISO - and DUO-AUTOHALER

**Manufacturer** Riker Laboratories, Morley Street, Loughborough, Leicestershire

**Description** Breath-actuated aerosols. Iso-Autohaler: a suspension of isoprenaline sulphate 4 mg/ml which delivers 0.08 mg in each dose. Duo-Autohaler: a suspension of isoprenaline hydrochloride 8 mg/ml and phenylephrine bitartrate 12 mg/ml which delivers 0.16 mg isoprenaline hydrochloride and 0.24 mg phenylephrine bitartrate in each dose.

**Indications** Relief of bronchospasm in bronchial asthma, chronic bronchitis and emphysema

**Contraindications** Caution in patients with cardiac disease, hypertension or hyperthyroidism

**Dosage** One to three inhalations; should not be repeated for at least 30 minutes; no more than eight treatments (24 single inhalations) in 24 hours

**Side effects** Overdosage may cause dry mouth, palpitations or nervousness

**Packs** Iso-Autohaler: complete unit (£1.97, trade), replacement cartridge (£0.72, trade). Duo-Autohaler: complete unit (£2.10, trade), replacement cartridge (£0.85, trade)

**Supply restrictions** P.1, S.4B

**Issued** March 1971

## FLOXAPEN syrup

**Manufacturer** Beecham Research Laboratories Ltd, Great West Road, Brentford, Middlesex.

**Description** Powder to make aniseed flavoured syrup; each 5 ml contains 125 mg flucloxacillin as the sodium salt

**Indications, etc** As for Floxapen capsules and injections

**Dosage** 5 mls, four times a day

**Notes** Syrup is reconstituted with 75 mls of water

**Shelf life** As powder, a minimum of 12 months; reconstituted syrup, 7 days when stored in a cool place

**Dispensing diluent** Syrup B.P.

**Pack** 100 ml bottle (£1.50 trade)

**Issued** March 1971

## FUCIDIN suspension

**Manufacturer** Leo Laboratories Ltd, Hayes Gate House, Uxbridge Road, Hayes, Middlesex

**Description** Reformulated aqueous suspension, banana-flavoured, containing 250 mg fusidic acid in 5 ml

**Indications** Staphylococcal infections

**Contraindications** Hepatic insufficiency

**Dosage** Infants: 1 ml/kg body weight daily divided into three equal doses. 1-5 years:

5 mls, three times daily. 6-12 years: 10 mls, three times daily

**Notes** A new formulation to replace existing oily suspension

**Side effects** Gastro-intestinal intolerance, minimised by taking with meals or antacids

**Shelf life** Two years

**Dispensing diluent** Water

**Pack** 50 ml (£3.38, trade)

**Supply restrictions** Therapeutic Substances Act  
**Issued** February 1971

## SILTETRIN tablets

**Manufacturer** Berk Pharmaceuticals Ltd, Shalford, Surrey

**Description** Tablets containing 250 mg tetracycline hydrochloride and 250,000 units nystatin

**Indications** Tetracycline susceptible infections and to prevent candidal overgrowth in the alimentary tract

**Side effects, etc** As for tetracycline and nystatin

**Packs** Of 100 tablets (£2.15)

**Issued** March 1971

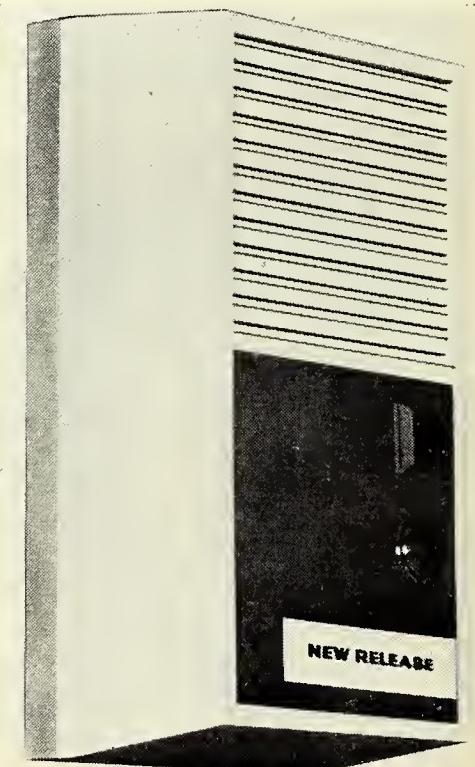
# Equipment

## Fire-burglar alarm equipment

New Release (Electrical Manufacturing) Ltd, 295 Eastern Avenue, Ilford, Essex, have introduced a compact burglar detection unit measuring 6½ x 3½ x 2½ in which is intended to meet the need for low-cost equipment for installation in the smaller commercial and industrial premises.

A simple fire and burglar detection and alarm system can be supplied and installed from £150, comprising control panel with battery and charger, fire detector head, personal alarm switch, external bell, plus door and other switches.

The panel (illustrated) incorporates a bell and reset button, and as it may be connected to various detection devices and switches by low-voltage wiring (15V) a rechargeable nickel-cadmium battery with automatic charger is supplied with the panel so that its operation is unaffected by interruption of mains supply.



# TRADE NEWS

## Mimospray without perfume

An unperfumed aerosol presentation of Mimospray is now available as an addition to the feminine hygiene range of products from ICI pharmaceuticals division, Alderley House, Alderley Park, Macclesfield, Cheshire SK10 4TF. It is intended for women who are perfume-sensitive or who require a product which will not conflict with their usual perfumes. Mimospray unperfumed is available in 50-g containers (£0.25).

## Marketing extended

Distribution of US aerosol deodorant has been extended to London and the Home Counties following successful test marketing in the south of England. The personal care division of S. C. Johnson & Son Ltd, Frimley Green, Camberley, Surrey, state that in six months in the test area, the product became the third biggest selling aerosol deodorant.

## Betadine change

Napp Laboratories Ltd, Hill Farm Avenue, Watford WD2 7RA, are now the sole distributors of the complete Betadine range of germicidal preparations, including Betadine antiseptic solution 570 ml (£2.20) and 4.54 L (£12.36); surgical scrub 570 ml (£2.65) and 4.54 L (£13.24); plastic dispenser (£0.45); elbow tap with bottle dispenser (£3.30). An addition to the range is Betadine ointment 60 g (£0.56).

## Lenthéric opt for perfumery

Lenthéric Ltd, 17 Old Bond Street, London W1X 4AY, have discontinued their cosmetics and skin care range. The company will now specialise in fragrance and perfume toiletries for men and women.

## Large packs withdrawn

Riker Laboratories, Morley Street, Loughborough, Leics LE11 1EP, are to discontinue 300 capsule packs of Duophet, Duophet-M and Duromine (all strengths) when present stocks are exhausted. The products continue to be available in the small 30-capsule size.

## Cannon blast: supplies safe

Although an explosion in a reclamation unit at Cannon Rubber Manufacturers Ltd's North London factory on Friday caused extensive damage, no delay in deliveries is expected. The manufacture of teats began again at the beginning of the week and hot-water bottles in stock should be sufficient for home and export demand, according to the company.

Staff worked over the week-end to clear up and power was restored on Monday morning. The cause of the explosion was still being investigated.

## Redesigned pack

Camden Chemical Co Ltd, 61 Grays Inn Road, London WC1, are introducing a new pack design for their Camecolit lithium carbonate tablets BP, 250 mg, on April 1. Retail prices operating from that date are 100, £0.44; 1,000, £2.80, both exempt purchase tax and subject to 25 per cent chemists' discount.

## New distributors

XZ hair nutrient is now distributed in the United Kingdom by J. L. Perl Ltd, 8 Esterbrooke Street, London, SW1.

## More in Keflex range

On March 1 Eli Lilly & Co, Ltd, Basingstoke, Hants, made the following additions to the Keflex range: Keflex tablets 500 mg in packs of 100 (£53.25) and Keflex suspension 250 mg/5 ml new strength packs of 100 ml (£5.63).

## Bonus offers

Macdonald & Son, PO Box 6, Portland Mill, Ashton-under-Lyne, Lancs. Silcot sanitary towels sizes 1 and 2. Eight free packets on 3 cases, 16 free packets on 5 cases and multiples, plus normal quantity terms. March 1 to April 30 [corrected note].

Winthrop Laboratories, Winthrop House, Surbiton, Surrey. Lenium. 12 invoiced as 11 on two to four boxes, and 12 invoiced as 10 on five or more boxes. Boxes comprise 12 tubes or 36 sachets. Until April 30 (not available in Northern Ireland).

## PROMOTIONS

### NPUM's first competition attracts the entries

Sponsoring a consumer competition for a product that does not receive massive advertising support can be a risky business, so NPU Marketing are justly proud that their first venture—a noughts and crosses competition in conjunction with Nu-Soft tissues—produced thousands of entries.

Correct entries were achieved by 251 competitors, each of whom had also to submit a slogan stating why they prefer Nu-Soft tissues. The winner was Mrs J. Richardson, a Crawley, Sussex, housewife, with the slogan "I prefer Nu-Soft tissues because for all family uses, wet or dry—quality and quantity make them my best buy." She receives the first prize of a £300 family holiday plus £200 cash.

Mr K. Taylor MPS, Furnace Road, Crawley, the pharmacist who supplied Mrs Richardson with the winning entry form, received a prize of £250, and his assistant, Mrs Mary Hobbs received a prize of £50 for having helped at local level.

In addition, 20 runners-up prizes of £50 each were also despatched to successful entrants from various parts of the country and—similarly—20 prizes of £25 also went to the pharmacists who supplied the contestants with their entry forms.



**Mrs J. Richardson, left, whose winning entry in the Nu-Soft tissues holiday competition earned her first prize with a total value of £500. On her left is Mr B. R. Daltrey, marketing manager NPU Marketing Ltd. Also seen are Crawley chemist Mr K. Taylor, and his assistant, Mrs Mary Hobbs, who received prizes of £250 and £50, respectively**

The £25 prizewinning pharmacies were: J. W. Baxendale, Gosport, Hants; E. Broadley, Leeds; Cohens Chemists, Manchester 22; A. C. Craine, Douglas, Isle of Man; Eastcote Lane Chemists, South Harrow, Middlesex; Hayward of Highgate Ltd, London N6; Higgins & Son (Chemists) Ltd, Salisbury, Wilts; Kenley Pharmacy, Kenley, Surrey; Laverack & Sons Ltd, Pickering, Yorks; Geo. Lines & Son, Hertford; Alex Macphee, London N17; Masons the Chemist, London SE11; W. L. Murray, Lanchester, co Durham; C. M. Singleton, Kidderminster, Worcs; B. Patel, Woking, Surrey; Stephens Chemists (Milnsbridge) Ltd, Milnsbridge, Huddersfield, Yorks; J. Thomason, Birtley, co Durham; Miss Williams, Pontardulais, Glamorgan; B. J. Wilson, Borrowash, Derby; and A. T. J. Kijowski, World's End Pharmacy, London SW10.

## Silcot advertising in Press

"Gently persuasive" advertising is to be undertaken by Macdonald of Manchester for their Silcot cotton wool sanitary towels.

From May onwards, there will be frequent full-colour positions in *Honey*, 19, *Petticoat*, *Jackie*, *Rave*, *Hers* and *Fabulous 208*, reaching an audience mainly of teenage girls. A broader age range will be tapped through spaces in *You* and *Woman and Home*. A spring bonus is in operation until April 30. (Macdonald & Son, Portland Mill, Ashton-under-Lyne, Lancs.)

## Elnett campaign

L'Oreal's Elnett Satin hairspray range is currently on promotion to the trade, backing national Press colour advertising which runs until October. In addition there is a television campaign running until June in the Midlands. (L'Oreal, Berkeley Square House, Berkeley Square, London W1).

## ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire  
Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

**Askit:** Sc

**Buttercup syrup:** Lc, Y

**Silvikrin hairsprays:** All except E



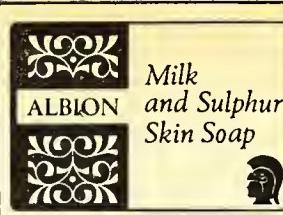
# WEEKLY CHANGES AND ADDITIONS

## February Quarterly Price List

Prices are given per unit unless otherwise stated. Bold upright figures (2 9) in the retail columns indicate the price is subject to retail maintenance. Italic figures (2 9) is manufacturers recommended price. Light upright figures (2 9) is a suggested guide. A = Price Advanced. R = Price Reduced. N = New entry. D = Delete. C = Correction. I = Insert.

	Trade £·p	Tax £·p	Retail £·p	
oline (1336 WJ & C)				
coules 100mg	8	0.34	—	0.51
omycin (746 Lederle) T5				
ramuscular 100mg	10	0.82	—	0.97
6	—	—	—	D
ramuscular 100mg	10	0.97	—	1.45½
veen (346 Dales)				I
veen (710 Knox)				
on (843 ML)				
lets	10	0.97dz	0.34dz	0.15
100	—	—	—	D
0 (126 Biocos)				
xir	100ml	0.30	—	0.50
300ml	0.75	—	—	1.00
ortyl (1167 Squibb) T5				
Orabase				
ental paste	10g	0.48	—	0.72
5g	—	—	—	D
ophagyl (1336 WJ & C)				
plets	48	0.33	0.12	0.62
yl (1336 WJ & C) ts1				
plets	50	0.17	—	0.25
200	0.40	—	—	0.60
erto-Culver (1437 ACC)				
5 hair spray	75g	2.05dz	1.13dz	0.34
130g	2.89dz	1.59dz	0.48	
220g	4.22dz	2.32dz	0.70	
osal (1336 WJ & C) ts1s4A				
plets 100mg	20	0.13	—	0.20
250	1.40	—	—	2.10
50mg	30	0.13	—	0.20
gr 0.23	80	—	—	—
scratine (1336 WJ & C) ts48				
chers	8	0.20	0.07	0.37
Gold (843 ML) Harlech and West areas only				
plets	10	1.39dz	0.48dz	0.19½
Donna (228 Carlton)				
plets	60	0.19	0.07	—
500	1.37	—	—	
1000	2.63	—	—	
son (40 Allinson)				
ed yeast	4oz	3.65	—	0.12½
(3dz)				
urch reduced rolls				
white or brown	15	3.72	—	0.12½
28	2.14dz	—	—	0.21½
ay (39 Almay)				
compact make-up				
ep mist				
moisture cream				
ight cream				
ampoo				
y skin				
ight care cream				
e liner cake				
e liner brush				
shadow brush-on				
te powder				
sh blush				
iscara				
il enamel clear				
reme glaze				
osted				
ase & top coat				
evax (208 8 W)				
bella vaccine ampoules	3	2.85	—	4.28
bre Soie (525 Golden)				
o-tan aerosol	4.60dz	2.52dz	0.79	
ame tan aerosol	—	—	—	D
Igin (901 Norton) tDDI				
distributors 1545 Vestric)				
plets	100	0.40	—	—
re Phillippe (48 AP)				
bble bath				
bubble bottle	25	1.87dz	0.687dz	0.29
swan dimple	3	1.87dz	0.687dz	0.29

	Trade £·p	Tax £·p	Retail £·p	
continental	35	7.20dz	2.64dz	1.12½
slim diamond	14	3.40dz	1.245dz	0.52½
unicorn	16	7.50dz	2.75dz	1.15
Cologne				
bubble bottle	38	1.67dz	0.92dz	0.29
Eau de Cologne				
dimple bottle	37	0.72dz	0.395dz	0.12½
slim diamond	24	3.00dz	1.65dz	0.52½
swan dimple	23	1.67dz	0.92dz	0.29
baby six	36	0.72dz	0.395dz	0.12½
hair lacquer aerosol	11	1.67dz	0.92dz	0.29
refill	12	0.72dz	0.395dz	0.12½
hair spray aerosol	17	1.67dz	0.92dz	0.29
bath salt decanter	29	—	—	D
bubble bath horse				
head book end	16	—	—	D
hand cream	5	—	—	D
lacquer removing				
shampoo	28	—	—	D
Antigrippine Midy (1336 WJ & C)				
Anusol (1310 WW)				
suppositories	12	2.08dz	0.763dz	0.30
Aphrodisia (446 FI)				
Cologne spray	1785	0.48	0.265	1.05
Apioline Chapoteaut (1336 WJ & C)				
capsules	20	0.51	0.19	0.95
Aquasan (430 Eucryl)				
toilet cleanser refill		1.16dz	—	0.14½
Armoricaine (1336 WJ & C)				
powder	2lb	0.59	0.22	1.10
10lb	2.53	0.93	4.71	
Arocin (851 MHP)				
capsules	100	4.60dz	—	0.53½
200	8.45dz	—	—	0.98½
Arrowtabs (1402 AL) existing entry				D
Arrowtabs (1402 AL)				I
Arrowgards 2½ in sq.				
20	0.30	—	0.45	
Arrowmounts	0.11	—	0.20	
Arrowsleeves				
4 in × 5 in		0.27	—	0.40
5 in × 7 in		0.33	—	0.50
8½ in × 6½ in		0.50	—	0.75
10 in × 8 in		0.60	—	0.90
Arrowtabs		0.10	—	0.15
colour slide album				
35mm		1.67	—	2.50
2½ sq.		1.67	—	2.50
Flashflector umbrella	2.17	—	3.25	
hand movie viewer				
std. 8		1.50	—	2.25
sup. 8		1.50	—	2.25
lens tissues (50)		0.07	—	0.10
mini viewer M.P.	10	0.22	0.12	0.45
negative storage album				
35mm		0.83	—	1.25
2½ sq.		0.83	—	1.25
photo corners		0.13	0.05	0.25
plastic r/mounts				
24 × 36mm	36	0.20	—	0.30
18 × 24mm	36	0.27	—	0.40
2½ sq.	24	0.33	—	0.50
Protect-a-Print leader				
std. 8		0.27	—	0.40
sup. 8		0.27	—	0.40
Reel-Ups		0.20	—	0.30
transfer movie wipes				
1		0.30	—	0.45
2		0.30	—	0.45
Ascon (311 C) †				
suspension tablets	200ml	0.1925	0.07	0.36
	20	0.1042	0.035	0.19½
Askit (69 Askit)				
powders trade dispenser	30×3	0.825	0.285	0.05
Asmal (901 Norton) ts1s4A				
(distributors 1545 Vestric)				
tablets	100	0.33	—	—
	500	1.32	—	—

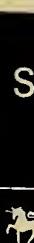


**NEW PACK**  
**9p RETAIL**  
**NOW BEING**  
**NATIONALLY**  
**ADVERTISED**

## CONVERSION TABLE

£.p.	s. d.	£.p.	s. d.
0.01	...	2½	0.51
0.02	...	5	0.52
0.03	...	7	0.53
0.04	...	9½	0.54
0.05	...	1 0	0.55
0.06	...	2 ½	0.56
0.07	...	5	0.57
0.08	...	7	0.58
0.09	...	9½	0.59
0.10	...	2 0	0.60
0.11	...	2 2½	0.61
0.12	...	2 5	0.62
0.13	...	2 7	0.63
0.14	...	2 9½	0.64
0.15	...	3 0	0.65
0.16	...	3 2½	0.66
0.17	...	3 5	0.67
0.18	...	3 7	0.68
0.19	...	3 9½	0.69
0.20	...	4 0	0.70
0.21	...	4 2½	0.71
0.22	...	4 5	0.72
0.23	...	4 7	0.73
0.24	...	4 9½	0.74
0.25	...	5 0	0.75
0.26	...	5 2½	0.76
0.27	...	5 5	0.77
0.28	...	5 7	0.78
0.29	...	5 9½	0.79
0.30	...	6 0	0.80
0.31	...	6 2½	0.81
0.32	...	6 5	0.82
0.33	...	6 7	0.83
0.34	...	6 9½	0.84
0.35	...	7 0	0.85
0.36	...	7 2½	0.86
0.37	...	7 5	0.87
0.38	...	7 7	0.88
0.39	...	7 9½	0.89
0.40	...	8 0	0.90
0.41	...	8 2½	0.91
0.42	...	8 5	0.92
0.43	...	8 7	0.93
0.44	...	8 9½	0.94
0.45	...	9 0	0.95
0.46	...	9 2½	0.96
0.47	...	9 5	0.97
0.48	...	9 7	0.98
0.49	...	9 9½	0.99
0.50	...	10 0	1.00

Athera (851 MHP)			
tablets	40	1.30dz	0.48dz
	100	2.80dz	1.03dz
	500	10.70dz	3.93dz
			1.62½
Aveeno (346 Dales)			
Aveeno (710 Knox)			
Becosed (901 Norton) ts1s4A			
(distributors 1545 Vestric)			
elixir	500ml	0.55	—
	21	1.90	—
Bejean Specific (1336 WJ & C) ts48			
100ml	0.43	0.16	0.80
Bi-Citrol (1336 WJ & C)			
granules		0.38	0.14
Billesholm (59 Ardente)			
anti-noise ear protection		0.09	0.14
ear defencer		2.16	2.87½
Biobalm (851 MHP)	4oz	1.10dz	0.40dz
		0.16½	



Specify **Wellcome\*** Insulins  
Soluble · Lente · Protamine · Globin · Isophane and 'Nuso' Neutral Insulin

Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.) Dartford, Kent \*Trade Mark

	Trade £·p	Tax £·p	Retail £·p	D		Trade £·p	Tax £·p	Retail £·p	D		Trade £·p	Tax £·p	Retail £·p
Bishops (132 AB) existing entry					Coty (301 Coty)					Democracin (1490 IAP5) T5			
Bishops (132 AB)				D	Originals					tablets	250	0.195	—
caffeine	100g	1.80dz	0.66dz	0.25	corrective moisturiser	226				500	0.38	—	
	200g	3.10dz	1.135dz	0.45	transparent face make-up	239	0.59	0.325	1.25	1000	0.75	—	
	500g	6.25dz	2.29dz	0.90	Cremalgin (117 BPL)					Depuratif Richelet (1336 WJ & C)			
caffeine citrate	100g	1.80dz	0.66dz	0.25	balm	56.7g	0.52	0.285	1.10	Deschiens (1336 WJ & C)			
	200g	3.10dz	1.135dz	0.45	corn caps	6	0.15	0.06	0.31	syrup hemoglobin	0.90	0.33	1.
	500g	6.25dz	2.29dz	0.90	wool felt	4680	0.842dz	—		tablets	30	0.30	0.11
Carlsbad salts	100g	2.02dz	0.735dz	0.30	Crown (1073 Robinson)					Dilatrance (1336 WJ & C)			
	200g	3.40dz	1.245dz	0.50	corn caps	6	0.74dz	0.27dz	0.11	tablets	30	0.30	0.11
	500g	6.30dz	2.31dz	1.00	wool felt	4681	0.842dz	—		Dorothy Gray (385 DG)			
gout Varalettes	36	1.80dz	0.66dz	0.25	Cryogenine (1336 WJ & C)					colour swirls	0.66	0.365	1.
	90	3.90dz	1.43dz	0.62	cream rouge	4680	0.28	0.155		cream rouge	0.28	0.155	0.
lithium citrate	100g	1.80dz	0.66dz	0.25	eyebrow pencil	4681	0.11	0.09		eye make-up pencil	0.11	0.06	
	200g	3.10dz	1.135dz	0.45	eye make-up remover	12cc	0.19	0.105		eye make-up remover	12cc	0.19	0.105
	500g	6.25dz	2.29dz	0.90	hand cream	55cc	0.29	0.16		lipstick	0.27	0.15	0.
magnesia citrate	100g	1.20dz	0.44dz	0.20	lipsticks	55cc	0.13	0.07		Perfemma handbag spray	0.27	0.15	0.
	200g	2.25dz	0.82dz	0.35	roll-on deodorant	55cc	0.13	0.07		Young and Lovely	0.19	0.105	0.
piperazine citrate	100g	2.50dz	0.915dz	0.36	lipstick	55cc	0.19	0.105		Drapolene (218 Calmec)			
	200g	3.90dz	1.43dz	0.62	cream	55g	1.60dz	—		Drapolene (218 Calmec)			
	500g	6.30dz	2.31dz	1.00	Dupuis (1336 WJ & C)					tablets	30	0.17	0.06
pipermag for worms	10g	0.90dz	0.33dz	0.12	Dusk (545 Grossmith)					Dusk (545 Grossmith)			
	100g	2.50dz	0.915dz	0.36	suntan oil	100ml	0.63	0.34		suntan oil	100ml	0.63	0.34
potash citrate	200g	3.90dz	1.43dz	0.62	Dyspne (1336 WJ & C)					Dyspne (1336 WJ & C)			
	500g	6.30dz	2.31dz	1.00	inhaler	10cc	0.51	—		inhaler	10cc	0.51	—
Urobishop	100g	4.10dz	1.50dz	0.60	nebuliser	0.84	—			Eau Neuve (Lubin (957 Perl))			
Vichy salts	100g	2.02dz	0.735dz	0.30	Eau Neuve (Lubin (957 Perl))					existing entry			
	200g	3.40dz	1.245dz	0.50	eau de toilette	309	0.95	0.525		eau de toilette	309	0.95	0.525
	500g	6.30dz	2.31dz	1.00	310	1.45	0.80		310	1.45	0.80		
Vichy Varalettes	150	2.20dz	0.805dz	0.35	311	2.20	1.21		311	2.20	1.21		
	500	6.30dz	2.31dz	1.00	atomiser	320	1.65	0.91		atomiser	320	1.65	0.91
Bisks (1530 Fisons)					soap	316	0.35	0.13		soap	316	0.35	0.13
cream crackers		2.27dz	—	0.23	Elatation (385 DG)					Elatation (385 DG)			
Bislumina (824 MCP)					make-up					make-up			
suspension	200ml	0.32	0.12	0.60	blush-on blusher refill					blush-on blusher refill			
	500ml	—	—	—	eyeshades					eyeshades			
tablets	50	0.36	0.13	0.67	eyeshadow brush-on					eyeshadow brush-on			
Bismuth Terrial (1336 WJ & C)	10	1.29	0.47	2.41	face glossier					face glossier			
Bismuth Tulasne (1336 WJ & C)	10	1.16	0.43	2.17	mascara brush-on					mascara brush-on			
Body Mist (105 BTD)					refill					refill			
anti-perspirant aerosol					nail enamel pearl					nail enamel pearl			
	4oz	2.25dz	1.24dz	0.35	skin glossers					skin glossers			
	6oz	2.895dz	1.595dz	0.45	Encynex (1336 WJ & C)					Encynex (1336 WJ & C)			
squeeze pack	32cc	1.545dz	0.85dz	0.24	tablets	50	0.21	0.08		tablets	50	0.21	0.08
old packs		—	—	—	500	1.79	0.66		500	1.79	0.66		
Boldine Houde (1336 WJ & C)	50	0.25	0.09	0.47	Enteraspasmol (1336 WJ & C)					Enteraspasmol (1336 WJ & C)			
Bronnley (194 Bronnley)					balancing freshener	4oz	0.47	0.2585		balancing freshener	4oz	0.47	0.2585
soap eggs	0107	—	—	0.47	8oz	0.78	0.429		8oz	0.78	0.429		
pre-make up	0523	—	—	0.16	toner	4oz	0.47	0.2585		toner	4oz	0.47	0.2585
Brut (446 FI)	5412	0.59	0.325	1.30	deep cleansing oil	4oz	0.59	0.3245		deep cleansing oil	4oz	0.59	0.3245
deodorant spray		—	—	—	enriched night treatment	2oz	0.82	0.451		enriched night treatment	2oz	0.82	0.451
old pack		—	—	—	overnight eye cream	2oz	0.42	0.231		overnight eye cream	2oz	0.42	0.231
Buto (128 Biometica)					facial cleansing milk	4oz	0.71	0.3905		facial cleansing milk	4oz	0.71	0.3905
hair remover	24g	1.39dz	0.74dz	0.23	foaming cleanser	8oz	0.59	0.3245		foaming cleanser	8oz	0.59	0.3245
	51g	1.99dz	1.06dz	0.33	concentrate	3oz	0.66	0.363		concentrate	3oz	0.66	0.363
super with D.I.A.		3.41dz	1.82dz	0.55	moisture equaliser	2oz	0.71	0.3905		moisture equaliser	2oz	0.71	0.3905
Calgon (26 A & W)					moisture multiplier	2oz	0.71	0.3905		moisture multiplier	2oz	0.71	0.3905
carton	12oz	2.64	—	0.15	overnight eye cream	8oz	0.59	0.3245		overnight eye cream	8oz	0.59	0.3245
	(2dz)	—	—	—	tone-up moisture	3oz	0.82	0.451		tone-up moisture	3oz	0.82	0.451
	2.1lb	4.20dz	—	0.48	mask	8oz	0.94	0.517		mask	8oz	0.94	0.517
	7lb	10.86dz	—	1.25	totally soft body lotion	3oz	0.82	0.451		totally soft body lotion	3oz	0.82	0.451
Calsept (901 Norton)					8oz	0.94	0.517		8oz	0.94	0.517		
(distributors 1545 Vestric)					Erythroped (2 Abbott) existing entry					Erythroped (2 Abbott) existing entry			
	500ml	0.45	—	—	Erythroped (2 Abbott) T5					Erythroped (2 Abbott) T5			
	21	1.63	—	—	granules for suspension					granules for suspension			
Camyna (145 B) entire entry					to make	100ml	7.00dz	—		to make	100ml	7.00dz	—
Canoe (350 Dana)					pro infans	100ml	5.00dz	—		pro infans	100ml	5.00dz	—
Cologne spray	27cc	0.435	0.233	0.97½	forte	100ml	1.13	—		forte	100ml	1.13	—
Cantil (824 MCP)					Ethibute (428 Ethigel) 1/4B					Ethibute (428 Ethigel) 1/4B			
elixir	25ml	0.30	—	0.45	tablets	100mg	0.45	—		tablets	100mg	0.45	—
	100ml	0.76	—	1.14	500	0.85	—		500	0.85	—		
tablets	50	1.22	—	1.83	1000	1.50	—		1000	1.50	—		
	500	11.04	—	16.56	200mg	0.70	—		200mg	0.70	—		
with phenobarbitone					500	1.35	—		500	1.35	—		
†s1s4A	50	1.26	0.46	2.31	1000	2.50	—		1000	2.50	—		
Carbact (1336 WJ & C)	80	0.21	0.08	0.40	FDS (1437 ACC)					FDS (1437 ACC)			
Cellogen (385 DG)	55cc	0.50	0.275	1.06	deodorant aerosol					deodorant aerosol			
hand cream		—	—	—	Fe-cap (824 MCP)					Fe-cap (824 MCP)			
Cerumol (718 LAB)	11ml	0.15	—	0.20	capsules	2500	15.62	—		capsules	2500	15.62	—
eardrops	55ml	0.32	—	0.43	Fe-cap C (824 MCP)					Fe-cap C (824 MCP)			
old formula		—	—	—	capsules	30	0.42	—		capsules	30	0.42	—
Chapstick (1071 Robins)					Fe-cap folic (824 MCP)					Fe-cap folic (824 MCP)			
	1.90	1.05	—	0.16	capsules	30	0.38	—		capsules	30	0.38	—
	(2 dz)	(2 dz)	—	—	500	3.78	—		500	3.78	—		
	0.46	—	—	0.69	2500	16.66	—		2500	16.66	—		
Colchicine Houde (1336 WJ & C) †s4B	40	—	—	—	FDS (1437 ACC)					FDS (1437 ACC)			
Combizym (1490 IAP5)					deodorant aerosol					deodorant aerosol			
dragees	30	0.383	0.141	0.65	Fe-cap (824 MCP)					Fe-cap (824 MCP)			
Contusol (1054 R & B)					capsules	2500	15.62	—		capsules	2500	15.62	—
antiseptic	250ml	0.18	0.065	0.34	Fe-cap C (824 MCP)					Fe-cap C (824 MCP)			
	dp 500ml	0.29	—	—	capsules	30	0.42	—		capsules	30	0.42	—
	dp 1l	0.53	—	—	Fe-cap folic (824 MCP)					Fe-cap folic (824 MCP)			
	dp 2l	1.00	—	—	capsules	30	0.38	—</td					

	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p	
rb (142.8ML) tablets 5000	10.25	—	—	D	Gustins Lithines (1336 WJ&C)	0.35	0.13	0.65	"133"-X	4.015	2.085	8.12
a-Mint (133 WL) tablets 24					Hadensa (1336 WJ&C) pile ointment	0.25	0.09	0.47	"233"	5.955	3.05	12.01½
l (181 Felsol) powders 12	1.575dz	0.58dz	0.22½		Hai Karate (1552 UL) London and South-east only body talcum	2.925dz	1.605dz	0.50	"233"-X	6.165	3.27	12.60½
ders 60	6.24dz	2.28dz	0.88½		Halex (1102 Sanitas) toothbrushes				"333"	12.235	6.485	25.10
erital (824 MCP) tablets 50	0.79	—	—		bristle	1.60dz	—	0.20	"333"-X	12.81	6.775	26.25½
aemia (1336 WJ&C) tablets 60	0.50	—	0.75		Noddy	0.90dz	—	0.11	"304"	8.00	4.205	16.33
250	0.42	—	0.63		nylon	0.935dz	—	0.11½				
500	0.63	—	0.94		Noddy	0.735dz	—	0.09				
1000	1.05	—	1.58		carded	0.935dz	—	0.11				
bar (1091 Rybar) 150ml	2.00dz	0.73dz	0.31		Capri	1.60dz	—	0.20				
115ml	—	—	—	D	smokers	1.60dz	—	0.20				
osine (655 ICC) m	1.41dz	0.52dz	0.20		twin	1.40dz	—	0.17½				
Igon (145.8) stributors 501 Geigy) tment 20g	0.13	0.05	0.24		junior twin	1.20dz	—	0.15				
nbeau (466 FI) Hogne spray 1785	0.48	0.265	1.05		denture brush	1.70dz	—	0.21				
ette (430 Eucryl) llet deodoriser	0.48dz	—	0.06									
ex (1091 Rybar) tablets 50	2.50dz	—	0.31									
500	1.35	—	—									
nocarbine (1336 WJ&C) anules naphtholated												
or simple	0.48	0.18	0.90									
cks Grains de Sante (1336 WJ&C)				D								
ail (1336 WJ&C) ts48												
ixir ts48	200ml	0.25	0.09	0.47								
	500ml	0.48	0.17	0.89								
	1l	0.79	0.29	1.47								
	2l	1.50	0.55	2.80								
ormula 2	200ml	0.25	0.09	0.47								
odium gentisate	60	0.61	—	0.92								
	500	3.70	—	5.55								
rup pertussis ts48												
	100ml	0.15	0.06	0.29								
	500ml	0.45	0.16	0.84								
a of London (876 MP) e liqui tints												
ascara liqui lash	2.35dz	1.295dz	0.42									
tin bronzer IG82	3.75dz	2.065dz	0.67									
ophenop (672 Johnson) edicated soap	3.19dz	1.755dz	0.57									
lodex (851 MHP) blets 144	4.50dz	1.65dz	0.68½									
trovite (824 MCP) blets 50	0.24	—	0.36									
250	0.98	—	1.47									
ineau (1336 WJ&C) ts1 agees 144	0.51	0.19	0.95									
ozone (851 MHP) 2oz atropine (1336 WJ&C)	1.30dz	—	0.14½	I								
eserine (1336 WJ&C)												
oscopalamine (1336 WJ&C) ts1 granules 60	0.45	0.16	0.84									
ber (200 B & P) trained foods												
ruits 4½oz	0.59dz	—	0.06									
ivin (1091 Rybar) 150ml	2.70dz	0.99dz	0.43									
115ml	—	—	—	D								
ldards (430 Eucryl) nbrocation												
	0.78dz	0.285dz	0.11									
	1.215dz	0.445dz	0.19									
	1.865dz	0.69dz	0.29									
white oils cream												
ins de Vals (1336 WJ&C) 50	0.23	0.08	0.42									
ovin (518 Glaxo) T5 tablets 500mg 25	1.13	—	1.50									
100	4.33	—	5.77									
Grossmith (545 Grossmith) bath crystals 809	2.45dz	1.31dz	0.42	I								
perfumed soaps (3) in acetate drums												
ilet soap white rose & cucumber 206D	4.20dz	1.50dz	0.65									
svenor (547 GPC) ft packs	0.75dz	0.27dz	0.12									
ream foam beauty bath	2.16dz	0.72dz	0.33	I								
ream foam gloss decanter 56	4.80dz	1.74dz	0.75									
London Scene" bath gelée 57	2.16dz	0.78dz	0.34									
Young Miss Grosvenor 66	4.20dz	1.98dz	0.69									
Fantasy 1 lb bag 1	1.02dz	0.54dz	0.18									
1½ lb bag 2	1.32dz	0.72dz	0.23									
portsmans soap 68	1.86dz	0.66dz	0.29									
ng Ben Fantasy 90	2.04dz	1.14dz	0.35									
inese lantern bath delights 92	2.28dz	1.26dz	0.39									
Fantasy white opal glass jar 93	5.04dz	7.76dz	0.86									
Gustins Lithines (1336 WJ&C)												
Hadensa (1336 WJ&C) pile ointment	0.25	0.09	0.47									
Hai Karate (1552 UL) London and South-east only body talcum	2.925dz	1.605dz	0.50	I								
Halex (1102 Sanitas) toothbrushes												
bristle	1.60dz	—	0.20									
Noddy	0.90dz	—	0.11									
nylon	0.935dz	—	0.11½									
Noddy	0.735dz	—	0.09									
carded	0.935dz	—	0.11									
Capri	1.60dz	—	0.20									
smokers	1.60dz	—	0.20									
twin	1.40dz	—	0.17½									
junior twin	1.20dz	—	0.15									
denture brush	1.70dz	—	0.21									
Halina (1136 Silber) cameras still												
500	—	—	19.95									
case	—	—	2.47	I								
Happy Baby (545 Grossmith) baby powder 400g	2.50	0.89	0.20									
(2dz)												
Hematofer Robin (1336 WJ&C)	0.45	0.16	0.84									
Hydroquinidine (1336 WJ&C) tablets 20	0.79	0.29	1.47									
Hypon (218 Calmic) tDDI tablets 10 x 10	0.64	0.235	0.12									
Hypotensive Fraisse (1336 WJ&C)				D								
Ia-Pen (1490 IAP5) T5 tablets 250 mg	250	1.83	—									
500	3.55	—	—									
1000	7.00	—	—									
Imuran (208 BW) tS1s4A tablets 100mg	100	11.34	—	I								
Inecto (1028 Rapido) existing entry												
Inecto (1028 Rapido) colour creme hair lightener	0.26	0.15	0.54									
four-in-one	0.20	0.11	0.41									
Hair Magic	0.16	0.09	0.33									
Hi-lift	0.15	0.09	0.32									
Hint of a Tint	0.46dz	0.26dz	0.08									
Inecto Rapid	0.20	0.11	0.41									
+	0.50	0.27	1.02									
Inectoset	0.54dz	0.30dz	0.09									
peach nut oil conditioner	1.10dz	0.61dz	0.19									
shampoo	0.72	0.26	0.06									
(2dz)	(2dz)											
bottle	1.66dz	0.61dz	0.26									
shampoo hair colour remover	0.40	0.22	0.82									
stain remover	0.40	0.22	0.82									
Intrait de Marron (1336 WJ&C) 25ml	0.39	0.14	0.73									
Iodamelis (1336 WJ&C)												
Iodhema Nativelle (1336 WJ&C) ampoules 2ml	10	0.40	0.15	I								
solution 50ml	0.32	0.12	0.60									
tablets 40	0.32	0.12	0.60									
Iodobesin (1336 WJ&C)												
Iodine Robin (1336 WJ&C)												
Iothionoidine (1336 WJ&C)												
Isoxyl (1378 Con Phar)												
Isoxyl (1471 Con Phar)												
Jackel (1412 Jackel) combs aluminium pocket medium	200	0.12	0.045	0.22								
210GF	0.13	0.05	0.25									
225 & 252	—	—	—	D								
Jean Adaire (1149 5kuse) lacquer sachet refill	28cc	0.64	0.34	0.04								
50cc</												

	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p
hand cream "avante garde"					Neostol (1336 WJ & C)†s1s4A				Palfium (824 MCP)†s1DD		
150cc x 2dz	1.85	0.99	0.16		tablets 100	0.58	—	0.87	ampoules 5mg	10	0.56
"rose drops"					Neriol Nativelle (1336 WJ & C)				100	5.00	—
48cc x 1dz	0.40	0.21	0.07		tablets 22	0.13	—	0.20	10mg	10	0.66
shampoos					tablets 250	1.40	—	2.10	100	5.88	—
assorted sachets					solution	—	—	—	tablets 5mg	25	0.44
20cc x 2dz	0.35	0.12	0.03		Nevrostenine (1336 WJ & C)				100	1.48	—
5t. Tropaz cream, egg					Nirolex (147 Boots)†				Palmolive (280 CP)		
& lemon, medicated					linctus 125ml	1.40dz	0.51dz	0.23	shave cream lime		
380cc x 2dz	2.13	0.76	0.15		Norpramine (901 Norton)† s4B				Panoline (1336 WJ & C)		
herb 380cc x 2dz	2.37	0.85	0.18		(distributors 1545 Vestric)				pills 50	0.28	1.10
talcum giant ovals					tablets 1000	3.50	—	—	Panda (1155 5 & N)		
340g x 2dz	2.56	1.38	0.23		Norsed (901 Norton)† s1s4B				nursery wool		
Marion Moore's (545 Grossmith)					(distributors 1545 Vestric)				rolls 1.30dz		0.
witch hazel jelly	30g	0.54dz	0.10		tablets 100	0.40	—	—	bafts (150) 1.30dz		0.
Marivax (208 BW) V5O					500	1.85	—	—	pleated (8ft) 0.65dz		0.
vaccine 250 dose	5	59.93	—		Northands (899 JND)				Panets (690 Keldon)		
Marlet (1394 MWC)					gloves for men	—	—	0.36	tablets 50	2.70dz	—
cider vinegar	13oz	—	—		Norvic (902 Norvic) existing entry				Papier Poudre (935 Papier)		
1/2gal	—	—	0.17		Norvic (902 Norvic)				books 0.70dz	0.385dz	0.
1gal	—	—	0.93		electric blankets				pomanders No. 3 3.90dz	2.145dz	0.
Honegar	13oz	—	—		Carnation quilt 60x30	—	—	8.47	No. 4 4.50dz	2.475dz	0.
1/2gal	—	—	1.28		60x48	—	—	11.00	sachets lavender J 0.90dz	0.495dz	0.
1gal	—	—	0.30		Ferndown 60x32	—	—	6.51	M 1.00dz	0.55dz	0.
Marzine (208 BW)†s7	10	0.10	—		60x46	—	—	8.54	T 0.95dz	0.525dz	0.
tablets 50mg	100	0.66	—		Heather Down 50x25	—	—	4.99	I2 1.65dz	0.91dz	0.
Maybelline (1377 R & A)					50x43	—	—	7.46	pot pourri 5 0.90dz	0.495dz	0.
eye gloss pearly		1.50dz	0.784dz	0.25	Heather quilt 48x24	—	—	5.94	14; 15; 24 1.00dz	0.55dz	0.
eye lashes adhesive		4.50dz	2.351dz	0.75	48x44	—	—	8.66	4; 7; 8 1.70dz	0.935dz	0.
eyeliner cake	1.50dz	0.784dz	0.25		Nulogyl (171 BLL)				Parodor (430 Eucryl)		
eyeliner brush	0.90dz	0.47dz	0.15		tablets 250mg 12	0.67	0.25	1.25	air-freshener block 0.48dz	—	0.
eye shadow single	0.90dz	0.47dz	0.15		120	6.25	2.29	11.66 <sup>1</sup>	floral disinfectant 1.16dz	—	0.
eye shadow brush applicator	1.35dz	0.708dz	0.22 <sup>2</sup>		Nu-Soft (903 NPU)				Paralgin (901 Norton)†DDI		
Medigel (366 Dendron)		0.90dz	0.47dz	0.15	kitchen rolls twin pack 1.43dz	0.20dz	0.17		(distributors 1545 Vestric)		
tube	1.50dz	—	0.18		tablets 28	0.92	—	1.38	tablets 100 0.45	—	—
pastilles	10	1.265dz	—	0.15	12	—	—	500 2.10	—	—	
Menopax (894 Nicholas)†s4B					Odormatik (803 MMP)				Penicillin-V-Lilly (413 Lilly)		
tablets forte	60	0.21	—	0.31	aerosol dispenser 3.40dz	—	0.42 <sup>3</sup>		Pulvules 125mg 1000		
100	—	—	—		Odo-Ro-No (256 CPL)				Perma-Sharp (958 P5) existing entry		
Metanium (115 Bengue) existing entry					"Charme" aerosol 1.94dz	1.065dz	0.30		Perma-Sharp (585 H5)		
Metanium (115 Bengue)					Dri Mist anti-perspirant 200g 3.54dz	1.95dz	0.55		razor blades		
ointment	13g	0.10	—	0.13 <sup>1</sup>	Oestredin (901 Norton)† s1s4A				dispenser (5) 1.00	0.37	0.
500g	1.50	—	—		(distributors 1545 Vestric)				(20 pkts) (20 pkts)		
powder	25g	0.10	—	0.13 <sup>2</sup>	syrup 500ml 0.53	—	—		Perutz (1136 Silber)		
100g	0.25	—	—		21 2.10	—	—		colour negative film		
Minadex (518 Glaxo)					tablets 100 0.30	—	—		126 12exp	—	0.
syrup	200ml	0.135	—	0.19	500 1.15	—	—		20exp 20exp	—	0.
400ml	0.255	—	0.35 <sup>1</sup>		Old Cottage (545 Grossmith)				135 20exp	—	0.
500ml	—	—	—		bath cubes (6) 90 1.87dz	1.00dz	0.32		Petal (153 B5C)		
Mister Smiths (11575) Delete existing entry, prices on application to distributor.					bath dusting powder 73E 3.75dz	2.01dz	0.63		25 case rates minimum order direct		
Mitchum (1520 IPM)					brillantine solid 80 1.43dz	0.77dz	0.25		kitchen towels 1.63 (2 dz)	0.22 (2 dz)	0.
esoterica cream †	—	—	—		tin 77L 1.48dz	0.79dz	0.26		Phazyme (1178 Stafford)		
Moditen (1176 Squibb)					compressed blossoms 715 0.50dz	0.27dz	0.09		tablets 100 9.90dz	3.63dz	1.
tablets 1 mg	25	—	—		Cologne stick 91 1.54dz	0.83dz	0.26		Philipa (1149 Skuse)		
Mothaks (430 Eucryl)					perfume 20cc 73/1 1.98dz	1.06dz	0.33		Philipa (545 Grossmith)		
aerosols	1.56dz	—	0.19 <sup>1</sup>		28cc 73/2 2.48dz	1.33dz	0.42		hair lacquer sachet 50cc 0.94 (3 dz)	0.51 (3 dz)	0.
wax polish	1.68dz	—	0.21		36cc 73/3 3.19dz	1.71dz	0.55		refills 28cc 0.64 (3 dz)	0.34 (3 dz)	0.
Movol (867 Movol)‡					125cc 73/5 4.73dz	2.54dz	0.80		lacquer remover shampoo 52cc 1.27 (3 dz)	0.68 (3 dz)	0.
iron mould remover	0.80dz	—	0.10		smelling salts 79 1.20dz	0.64dz	0.20		Philips (977 PE)		
Mucinum (1336 WJ & C)					soap toilet (3) 70/B 3.08dz	1.10dz	0.48		Philishave shavers 3 de luxe HPI122 7.07 2.53	11.	
tablets	30	0.28	0.10	0.51	bath (3) 70/B 5.22dz	1.87dz	0.81		special HPI129 6.21 2.20	10.	
Mycolactine (1336 WJ & C)†s7					talcum 73F 2.04dz	1.09dz	0.35		standard HPI123 5.03 1.80	8.	
tablets	50	0.14	0.05	0.26	Optimax (220 CC)				compact HPI214 4.37 1.59	7.	
250	0.51	0.19	0.96		drinking chocolate 500g 4.00	—	—		rechargeable HPI131 11.80 4.22	19.	
Myleto (875 MPL)					tablets 0.5g 100 4.00	—	—		car shaver HPI216 5.03 1.80	8.	
(distributors 1282 VB)					500 17.50	—	—		old models — —		
Mystecin (1176 Squibb) T5					1000 30.00	—	—		Phul Nana (545 Grossmith)		
capsules	20	0.66	—	0.99	Optone (690 Keldon)				perfume 5cc 1.59dz	0.85dz	0.
16	—	—	—		eye drops 1.77dz	0.63dz	0.25		Piptal (824 MCP)		
tablets	20	0.66	—	0.99	large 2.27dz	0.81dz	0.32		tablets 5mg 50 0.58	—	0.
16	—	—	—		Optrex (690 Keldon)				500 5.14	—	7.
Natex (851 MHP)					eye lotion small 1.63dz	0.58dz	0.23		Piptalin (824 MCP)		
tablets	160	4.50dz	1.65dz	0.68 <sup>1</sup>	large 2.41dz	0.86dz	0.34		elixir 100ml 0.54	—	0.
tisanes 8 sachets		1.20dz	—	0.13 <sup>2</sup>	family 4.26dz	1.52dz	0.60		Plantoids (430 Eucryl)		
Natirose Nativelle (1336 WJ & C)†DDI					with eye bath 1.77dz	0.63dz	0.25		large 1.52dz	—	0.
dragees	50	0.28	0.10	0.52	masks 6 2.19dz	0.78dz	0.34		Polaroid (989 Polaroid)		
Natisidine Nativelle (1336 WJ & C)†s1s4A					single 0.51dz	0.18dz	0.08		cameras Land Colorpack II		
tablets	- 20	0.42	0.15	0.79	ointment 1.36dz	—	0.17		Colorpack III		
	100	1.85	0.68	3.46	baths 0.44dz	0.06dz	0.07		Polysilane (1336 WJ & C)		
Nativelle Digitaline (1336 WJ & C)†s1					lens cloth 0.64dz	—	0.08		Pommade Midy (1336 WJ & C)		
ampoules 0.2mg x 1ml	6	0.26	—	0.39	ocular syringe 9.20dz	—	1.15		0.35 0.13	0.	
solution 1/1000	10ml	0.36	—	0.54	Orabase (1176 Squibb)				Proteiset (1412 Jackel)		
tablets 0.1mg	40	0.18	—	0.27	paste 5g — — —	—	—		styling lotion 0.19 0.105	0.	
	200	0.51	—	0.76	Orlane (1145 Sirex)				Prothiaden (324 Crookes)†54B		
	1000	2.45	—	3.68	gel-matin — — —	—	2.50		capsules 25mg 100 1.57	—	
0.25mg	40	0.24	—	0.36	masque transparent — — —	—	2.25		600 9.03	—	
	200	0.94	—	1.41	rosee demaquillante tube — — —	—	1.80		Proveinase Midy (1336 WJ & C)		
Nativelle Digoxin (1336 WJ & C)†s1					Ortho-Novin (922 Ortho)				Prunagar (1336 WJ & C)†		
tablets 0.25mg	1000	1.30	—	1.95	tablets 2mg Dialpak — — —	—	0.11		tablets 50 0.15 0.06	0.	
	5000	6.17	—	9.25	Ouabaine Arnaud Nativelle (1336 WJ & C)†s1				Q.A. (430 Eucryl)		
Nature Girl (849 MML)					ampoules 1/2mg x 1ml 6 0.26	—	0.39		tablets 100 0.915dz	0.335dz	0.
flexible sandals low wedge heel		2.14pr	0.29pr	3.49	tablets 2.5mg 40 0.36	—	0.54		Quinicardine Nativelle (1336 WJ & C)		
Naxogin (227 Erba)					200 1.40	—	2.10		tablets 20 0.68 0.25	1.	
tablets 250mg	12	0.65	—	0.98	Ouataplasme Langlebert (1336 WJ & C)				Rautrax (1176 Squibb)		
	20	—	—	—	Ovaltine (1303 Wunder)				tablets 25 — — —	—	
Neo-Cantil (824 MCP) T5					10 case rates minimum order direct				Ravina (1369 RW) existing entry		
elixir	100ml	1.08	—	1.62	4oz 1.17dz	—	0.11		Ravina (1369 RW)		
	50	1.76	—	2.64	8oz 2.04dz	—	0.19 <sup>1</sup>		Beedi Bands		
					16oz 3.51dz	—	0.34		elasticated, wooden beads		
					instant non-fat milk 7oz 1.43dz	—	0.13 <sup>1</sup>		med. 3 row 274 1.13dz	0.41dz	0.
					12oz 2.13dz	—	0.20 <sup>2</sup>		small 3 row 276 1.60dz	0.59dz	0.



	Trade £·p	Tax £·p	Retail £·p			Trade £·p	Tax £·p	Retail £·p			Trade £·p	Tax £·p	Ret £
<i>Tricalcin e</i> (1336 WJ & C)				D		deodorant roll-on	619	2.04dz	1.09dz	0.35			
<i>Trinitrine Cafeinee</i> (1336 WJ & C)† <sup>s7</sup>	60	0.21	0.08		D	eau de toilette	603	3.08dz	1.65dz	0.52	No. 145	2.11dz	0
pills						hand lotion	612	2.09dz	1.12dz	0.36	No. 146	2.04dz	0
<i>Trinitrine Papaverine</i> (1336 WJ & C)† <sup>s1</sup>	60	0.34	0.12		D	perfume 3cc	600	2.48dz	1.33dz	0.42	No. 148	3.50dz	0
pills						6cc	601	4.74dz	2.54dz	0.80	<b>Beltux</b> (243 Cernelle)		
<i>Tuamine sulphate</i> (413 Lilly)				D		12cc	602	9.00dz	4.82dz	1.50	multi-vitamin tablets	30	0
<i>Tulle Gras Lumiere</i> (1336 WJ & C)	compress 10×10cm	10	0.45			talcum	608	2.25dz	1.21dz	0.39	<b>Betadine</b> (117 BPL)		
						Wiberg (994 P & M)				<b>Betadine</b> (878 Napp)	60g	0.42	
<i>Tussifans</i> (901 Norton) †						pine essence	8801	1.98dz	1.09dz	0.33	<b>Bisolvon</b> (145 B)	—	
(distributors 1545 Vestric)	500ml	0.38	—				8802	3.30dz	1.81dz	0.56	ampoules 4mg/2ml	5	0.50
	2l	1.32	—				8803	5.40dz	2.97dz	0.90	<b>Blattanex</b> (96 BA)	—	
<i>Uraseptine</i> (1336 WJ & C)	granules	80g	0.31		A		8804	10.80dz	S.94dz	1.80	insecticide aerosol	4.80dz	0
Vacco (1265 Vacco) existing entry							8805	20.40dz	11.22dz	3.40	puffer	1.68dz	0
Vacco (1265 Vacco)							8806	34.80dz	19.14dz	5.80	<b>Bleu Marine</b> (Cardin (1131 Shulton))	—	
vacuum flasks										eau de toilette	4oz	3	
de luxe	VLP	—	—							<b>Capricci</b> (936 PNR)	—	0	
master minor	VMSH	—	—							perfume atomiser	R840	8	
standard	VMS	—	—							<b>Carnation</b> (339 CG)	—	0	
major	VMSD	—	—							foot powder	—	0	
family	VMSQ	—	—							<b>Catapres</b> (145 B)	—	0	
best buy minor	VBBH	—	—							ampoules 0.15mg/ml	5	0.50	
standard	VBB	—	—							tablets 0.10mg	50	1.06	
major	VBBD	—	—							250	5.00	—	
family	VBBQ	—	—							<b>Celaton</b> (126 Biocos) existing entry			
tea flask										acne cream	1.00	0.36	
standard	TF2	—	—							soap	0.50	0.18	
family	TFQ	—	—							body oil	1.00	0.55	
refills										buerlein	250cc	1.15	
master minor	RM	—	—							500cc	1.70	—	
master and tea flask										dragees	36	0.65	
standard	RS	—	—							CH <sub>3</sub>	60	1.30	
major	RG	—	—							120	2.05	—	
family	RF	—	—							180	3.05	4	
cups and lids										240	4.00	5	
VBBH & VMSH										480	7.00	9	
16oz, 27oz & 36oz										day moisture	1.00	0.55	
except VLP										face lift	1.00	0.55	
VLP										hair tonic cream	0.50	0.27	
stoppers 8oz & 16oz										hair treatment	0.40	0.22	
27oz & 36oz										instant relief	1.10	0.60	
jar	JS	—	—							Kum foot	0.30	0.11	
refill	JR	—	—							lotion	0.10	0.055	
jug tea/coffee	QJ	—	—							milk cleanser	0.50	0.27	
Vaponia (1155 S & N) existing entry				D						night star cream	1.30	0.70	
<b>Vaponia</b> (1155 S & N)										magic	2.80	1.50	
fly killer strip	7.50dz	—	0.85							PK7	0.40	0	
moth killer strip	2.64dz	—	0.30							placental ampoules	1.50	0.55	
<b>Vegetex</b> (851 MHP)	tablets	160	4.50dz	1.65dz	0.68 <sup>1</sup>					placenta cream	1.00	0.55	
Vetaplasma Langlebert (1336 WI & C)				D						oil	0.60	0.33	
Vick (1055 RM)	lipwick	—	—	0.17						rejuvenation tablets	120	0.42	
Wellcome (208 BVV)	diphtheria antitoxin	148g	0.24	0.13	0.49	I				240	3.02	4	
	2000	0.24	—	0.36						rinse	0.10	0.055	
	10,000	0.64	—	0.96						shampoo new	0.10	0.055	
	20,000	1.24	—	1.86						special tablets	120	1.77	
	40,000	2.36	—	3.54						240	3.45	0.93	
gas-gangrene antitoxin	mixed ampoule	60,000	3.34	—	5.01					wound ointment	30g	0	
		2.80	—	4.20						<b>Celtex</b> (1164 SSL) existing entry			
<b>White Fire</b> (545 Grossmith)	bath cubes (6)	60S	1.93dz	1.03dz	0.33					<b>Celtex</b> (1164 SSL)			
	bath dusting powder	606	4.07dz	2.18dz	0.70					sanitary belts			
	beauty soap (3)	604	2.97dz	1.06dz	0.46					adjustable	0.995dz	0.135dz	
	bubble bath oil	610	2.75dz	0.98dz	0.43					slimline	0.984dz	0.134dz	
	Cologne stick	615	2.09dz	1.12dz	0.36					sanitary towels			
	cream perfume	616	3.52dz	1.89dz	0.60					super soft	12	1.412dz	
<b>Aqua Net</b> (1092 Saga)	sachet refill	50cc	0.34dz	0.19dz	0.06	C				18	2.043dz	0	
Astral (333 Cupal) existing entry				D					30	3.309dz	0		
<b>Astral</b> (333 Cupal)	air fresheners									<b>Cernitin</b> (243 Cernelle)			
general purpose block						aerosols				skin care products		0	
Junior		—	—			Touch of Spring, Floral				special tablets	30	0	
Bouquet		—	—			Bouquets, Freesia				100	—	0	
Saniflo		—	—			super household,				250	—	1	
bubble pack blocks						Honeysuckle, super				500	—	3	
Apple Blossom, Carnation, Honeysuckle, Lavatory Bowl, Magnolia, Rose Petal, Freesia						household, Apple				1000	—	6	
Car freshener, Petal Fresh						Blossom, kitchen				wound ointment	30g	0	
D/A toilet blocks						deodorant	—	—		<b>Collosol</b> (324 Crookes)			
						Nice'n Fresh bathroom	—	—		argentum	28ml		
										<b>Courtesy</b> (337 Curtis) existing entry			
										<b>Courtesy</b> (337 Curtis)			
										anti-sunburn lotion	1.80dz	0.99dz	
										avocado beauty moisturiser	3.60dz	1.98dz	
										avocado liquid cream	1.64dz	0.90dz	
										bath oil	2.60dz	1.43dz	
										beauty oil	3.60dz	1.98dz	
										cleansing cream	2.60dz	1.43dz	
										cleansing lotion	0.90dz	0.50dz	
										hand lotion	1.00dz	0.55dz	
										tanning cream	2.00dz	1.10dz	
										tonic freshener lemon	1.70dz	0.94dz	
										turtle oil beauty lotion	3.60dz	1.98dz	
										skin food	1.30dz	0.72dz	
										1.75dz	0.96dz	0	
										3.00dz	1.65dz	0	
										<b>Crepe de Chine</b> (1551 PR)			
										eau de Cologne	5601	—	
										5604	—	2	
										5608	—	4	
										5692	—	1	
										perfume	5104	—	
										5102	—	4	
										perfume de toilette	5494	—	
										atomiser	—	3	
										talcum	5823	—	
										drum	5823D	—	
										<b>Cullingford</b> (331 C of C)			
										Noddy bubble bath refill	1.37dz	0.492dz	
										<b>Cupal</b> (333 Cupal)			
										adult cough balsam†	1.40dz	0.46dz	
										lemon flu syrup†	1.77dz	0	



	Trade £·p	Tax £·p	Retail £·p	
Signoricci (936 PNR) aerosol deodorant			1.13	
G204 aftershave	—	—	1.52	
GA6 soap 1	—	—	0.53	
5G11 3	—	—	1.49	
5G1 5pray Cologne	G111	—	—	1.47
toilet water atomiser refill				
G117 weekender	—	—	2.02	
5PG1	—	—	0.88	
Siltetrin (117 BPL) T5 tablets 250 mg	100	2.15	—	
Singulier (Cardin (1131 Shulton)) eau de toilette	2oz	—	2.38	
perfume	½oz	—	3.26	
Southalls (1164 55L) baby pants				
pastel softies	1.325dz	—	0.15	
Sunnybisk (535 Granose) biscuits	1.28dz	—	0.13	A
Swiss-Cup (535 Granose) coffee substitute	1.73dz	—	0.18	A
1½oz 2½oz	—	—	0.20	
Teak (1131 Shulton) after shave	6000	—	1.42	
Cologne	6011	—	1.08	
6010 deodorant aerosol	—	—	1.59	
6047 mini Teak	—	—	0.96	
0351 soap 1	—	—	0.38	
6031 talcum	—	—	0.47	
6021 Topgrade (126 Biocos) chocolate bars	0.15	—	0.20	
drink	145g	0.36	—	0.48
Topilar (1584 Syntex) T5 ointment	15g	0.30	—	0.45
30g	0.585	—	0.87	
100g	1.50	—	2.25	
500g	6.25	—	—	
Topina (337 Curtis) existing entry			D	
Topina (337 Curtis) pine essence	110cc	1.20dz	0.66dz	0.25
220cc	1.80dz	0.99dz	0.40	
550cc	4.00dz	2.20dz	0.70	
1100cc	7.60dz	4.18dz	1.30	
2200cc	1.20	0.66	2.50	
4500cc	2.00	1.10	4.25	
Tremovox (208 BW)	—	—	—	D
Tugon (96 BA) ant killer	1.44dz	—	0.18	
old pack	—	—	—	D
Vacromist (331 C of C) vapour spray	2.40	0.804dz	0.35	
Vaporole (208 BW)	—	—	—	D
Vetiver (1469 PC) aftershave	3129	—	1.89	
atomiser	3125	—	1.61	
deodorant aerosol				
3526 eau de Vetiver	3728	—	0.99	
3729	—	—	1.76	
3730	—	—	2.76	
atomiser	3025	—	4.50	
talcum	4311	—	1.94	
Wella (1318 Wella) balsam	—	—	0.94	
glanz	—	—	—	D
Xytox (96 BA) spot weeder	2.00dz	—	0.25	I

**AMENDMENTS TO KEY TO SUPPLIERS**

916 OC=Orford Company, P.O. Box 1 Coldstream Berwickshire, Coldstream 2113.  
 1169 BG5=Brian G. Spencer Ltd., 18 Mere Green Road, Four Oaks, Sutton Coldfield, Warwicks. 021-308 4301.  
 1187 5R=Steady-Raywarp, Newcastle House, Castle Boulevard, Nottingham NG7 1HY. 060-24625.

**Stop press**

	Trade £·p	Tax £·p	Retail £·p	
Aspro (893 Nicholas) tablets	8	1.895 (4 dz)	0.645 (4 dz)	0.07 A
	24	2.575 (2 dz)	0.86 (2 dz)	0.17
	60	2.445dz	0.83dz	0.33
	120	4.14dz	1.40dz	0.56
soluble	8	0.56dz	0.19dz	0.07½
	24	1.335dz	0.455dz	0.18
Baycaron (542 FBA) tablets 25mg	50	1.18	0.43	2.20
	150	3.35	1.23	6.26
Chilbon (436 Evans) bottles	—	—	—	D
Contrexeville-Pavillon (1519 5A) bottles	—	2.24dz	0.50dz	0.28½
Duo-Autohaler (1061 Riker) †54B complete	2.10	—	3.15	
refill	0.85	—	1.28	
Duromine (1061 Riker) capsules 300 packs	—	—	—	D
Durophet (1061 Riker) capsules 300 packs	—	—	—	D
Durophet-M (1016 Riker) capsules 300 packs	—	—	—	D
Dygon (816 Mayborn) colour & stain remover	0.88dz	—	0.11	A
	1.80dz	—	0.22½	
Dylon (816 Mayborn) dyes multi-purpose carpet	0.88dz	—	0.11	A
cold-water	3.20dz	—	0.40	
liquid	0.88dz	—	0.11	
wash 'n dye	2.60dz	—	0.32½	
Emoform (1341 Willows) medicated toothpaste	50g	1.61dz	0.59dz	0.25 A
	100g	2.49dz	0.92dz	0.39
mouth bath	230ml	2.70dz	0.99dz	0.33 I
	250ml	—	—	D
Evian-Cachet (1519 5A) half bottles	2.56 (1½dz)	0.56 (1½dz)	0.19½	A
bottles	2.24dz	0.50dz	0.28½	
Feminax (893 Nicholas) †DDI tablets	12	1.69dz	0.575dz	0.25 A
Fields (893 Nicholas) bath cubes	6	1.60dz	0.84dz	0.27
talcum	1.51dz	0.79dz	0.25½	
toilet soap	0.83dz	0.29dz	0.12	
shave stick	0.63dz	0.22dz	0.09	
Gayelord Hauser (759 L & B) juice extractor	9.05	3.32	16.89	A
Good Boy (1396 ABL) choc drops for dogs	1.91 (6 dz)	0.41 (6 dz)	0.04	A
	3.22 (4 dz)	0.69 (4 dz)	0.10½	
	2.65 (2 dz)	0.57 (2 dz)	0.17½	
	3.46dz	0.74dz	0.42½	
	6.90dz	1.47dz	0.85	

	Trade £·p	Tax £·p	Retail £·p
mini chocs	2.50 (2 dz)	0.54 (2 dz)	0. .
yeast plus tablets for dogs	1.68 (2 dz)	— (2 dz)	0. .
Ilford (645 Ilford) PQ universal developer 300ml	2.08dz	—	0. .
Iso-Autohaler (1061 Riker) †S4B complete	1.97	—	2. .
refill	0.72	—	1. .
KIKU (446 FI) anti-perspirant spray	0.43	0.235	0. .
spray Cologne 2oz	0.52	0.285	1. .
Kwells (893 Nicholas) † quick	1.53dz	—	0. .
Lady Manhattan (893 Nicholas) Cologne 1oz	3.855dz	2.01dz	0. .
hair spray	3.44dz	1.80dz	0. .
perfume 3.5cc	3.86dz	2.02dz	0. .
talcum	2.26dz	1.18dz	0. .
Lifeguard (893 Nicholas) disinfectant small	0.86dz	—	0. .
large	1.445dz	—	0. .
giant	1.985dz	—	0. .
Igal	0.725	—	0. .
Lixia (893 Nicholas) cold relief sachets 5	1.625dz	0.55dz	0. .
Matey (893 Nicholas) bath liquid powder	1.69dz	0.575dz	0. .
Mazola (200 B & P) corn oil 16oz	2.17dz	—	0. .
	22oz	2.88dz	—
	32oz	4.14dz	—
Mixtamycin (378 Distal) Myocrisin (971 P5MB) ampoules 100mg & 200mg			0. .
Norsebad (893 Nicholas) bath additive sachet	2.15 (3dz)	0.73 (3dz)	0. .
	60cc	2.94dz	0.99dz
	120cc	5.74dz	1.95dz
Radox (893 Nicholas) bath salts Bouquet, Pine, Cologne	1.235dz	0.63dz	0. .
	1.89dz	0.96dz	
Riddosan (1059 Riddell) oil 30g	0.20	0.07	0. .
Swan Lake (893 Nicholas) bath cubes (6)	1.10dz	0.58dz	0. .
Trigel (893 Nicholas) hair dressing tube economy size	1.435dz	0.73dz	0. .
	2.29dz	1.17dz	
Vichy-Celestins (1519 5A) splits	2.20	0.49	0. .
	(2dz)	(2dz)	
half bottles	3.07	0.68	0. .
bottles	(2dz)	(2dz)	
Vichy-Grand-Grille (1519 5A) bottles	2.24dz	0.50dz	0. .
Vichy Hopital (1519 5A) bottles	2.24dz	0.50dz	0. .
Vittel Grande (1519 SA) half bottles	3.07 (2dz)	0.68 (2dz)	0. .
bottles	2.24dz	0.50dz	
Vittel Hepar (1519 SA) bottles	2.24dz	0.50dz	0. .

**Therapeutic—pharmacological index**

The following products to be added under the classifications stated  
 11(c) Erythroped forte  
 13(k) Orap

# Polaroid sunglasses kill glare more beautifully than ever.

In seventeen new frame styles and new see through lenses.

This year we're giving your Polaroid sunglass customers a fantastic choice of ways to kill glare. (Polaroid's polarizing lenses can eliminate up to 99% of reflected glare).

They can choose between new grey or tan see-through lenses. And from styles like rectangles, squares and ovals.

To make sure everyone knows about Polaroid sunglasses, we've a T.V. campaign aimed at reaching 34 million adults. And ads in the Daily Express from April till the end of June.

Our campaign is going to convince millions that our shatter and scratch resistant glare-killers are now as good to look at as they are to see through.

## Polaroid Sunglasses.

# 'PROFESSIONAL' PHARMACY IN A SUPERMARKET

Medicines and chemists' goods are given special treatment in the Barkingside High Street branch of Key Markets Ltd, the supermarket chain. All medicines are paid for separately and are arranged behind a counter next to the dispensary.

Customers come into a distinct prescription area by a separate entrance, and find themselves, on entry, facing the dispensing hatch.

They can either approach the two-sided

medicines counter from the waiting area or from the main shop—but there is no access between the two parts of the premises for customers.

Other chemists' goods, including baby foods, slimming products, cosmetics and toiletries, are displayed for self-selection in a wing of the main supermarket behind the dispensary.

This whole area is controlled by the superintendent pharmacist for Key Phar-

macy Ltd, Mr E. Marks. He is assisted by another pharmacist, Mr Fern.

Mr Marks is also associated with a chain of pharmacies in the area—Paul Martin Chemists Ltd. He regards himself as having an advisory function with Key Markets. During planning, he agreed with the supermarket manager that a specialist approach was necessary. The Pharmaceutical Society was consulted from the outset.

The managers are optimistic about the prospects, and from the beginning 1,000 prescriptions a month have been dispensed.

The situation, the High Street, is a busy shopping centre, with three other pharmacies spaced down the road. There are several general practitioners with surgeries in the area.

The customers'-eye view from the centre of the supermarket area is generally pleasing, with a logical transition from one product group to another and none of the "gimmickry" often found in this type of store. The health and beauty section can readily be picked out by its sign, but the large "Prescriptions" sign loses much of its potential impact by being partially obscured by an array of alcoholic beverages on display in the off-sales department.

This has one counter facing into the prescription waiting area—a point that may displease many pharmacists now that chemists are moving away from the sale of wines and spirits.

The siting of the dispensary and prescription area allows a pharmaceutical service to operate even when the rest of the store is closed, and the pharmacy can therefore be included in the local rota. Generally, the adjacent off-sales department keeps store hours, but it was open later during the pre-Christmas period.

Key Markets regard this as an experiment. It is at present the only shop of its kind, they believe.

*Above left: Separate access to the pharmacy and off-sales department*

*Below left: Medicines counter, dispensary and waiting area*

*Below: View from the waiting area to the health and beauty section*



# COMMENT COMMENT COMMENT COMMENT COMMENT

## Resolutions and consequences

Pharmaceutical Society Branch Representatives have a busy day before them on May 20, with no fewer than 30 motions to consider. Many of the motions show originality, and there are some forthright opinions underlying others, but motion 26 commends itself immediately.

Standing in the name of Aylesbury Branch, it recommends that a short explanatory paragraph should accompany motions on the agenda so that the full meaning may be appreciated. We might suggest that any legal implications, etc—though not opinion on the merits—pointed out by the Pharmaceutical Society should also be included, so that the branches are better able to guide their representatives.

The outstanding motion is, of course, the sixth, again from Aylesbury, which would have the Society obtain a fresh charter to allow it to participate unfettered in discussions on commercial matters and to negotiate on behalf of all members of the profession. This is undoubtedly a motion on which the implications should be spelled out beforehand, because the effect would be to change the whole character of the professional body. For one thing, it is unlikely that a charter would be granted which would allow the same body to control—taking into account existing and proposed legislation—entry to the profession, professional standards, professional discipline, administration of the laws affecting the profession *and* the commercial remuneration (as opposed to fees charged) of members.

We know there are those who would willingly exchange the legal and disciplinary privileges for "trade union" rights, but the Industrial Relations Bill may have forced the issue and such an exchange may not be the best method of dealing with it. It seems very likely that "unions" will be in a position to claim to negotiate for pharmacists unless there is a professional organisation better able to represent them. Is this, then, the time for a concerted effort to establish a new organisation to fight on behalf of all employees—retail, hospital and industrial? The Pharmaceutical Society cannot fulfil this role while it represents employers and employed, and it is hard to see how it could renounce one or the other and still represent the "profession."

An intriguing proposal from the Stirling and Central Scottish Branch is that medical products that are required to be sold under a pharmacist's supervision should be initialised by him at the time of sale. It would certainly

make the public aware that control was exercised, but would it not also suggest that the sale of an unsigned product had not been supervised, and that the product carried no inherent dangers?

The motion from Scunthorpe that no more than two weeks' supply of a medicine should be given against a NHS prescription is probably too general to obtain any support outside the profession. It would take overwhelming arguments to convince doctors and the public of the safety or savings advantages—and there would inevitably have to be exceptions to the rule.

Similarly, motion 23, in the name of West Kent Branch, is almost certainly doomed to failure. As much as many members of the profession may seek the Utopia of all pharmacies being in pharmaceutical hands, there will be no change in the present law unless it can be shown that Boots Ltd—the inevitable Aunt Sally—have abused their privileges to the disadvantage of the public. And there are those who would say the opposite!

## Good professional practice

It seems a pity, from the point of view of the profession's image, that some motions have to call for the encouragement of what should be no more than good practice. Here we would instance legible labelling—typewriting is immaterial—dating of dispensed medicines and even a code of conduct for locum pharmacists—should they conduct themselves *professionally* somehow differently from other pharmacists?

The C&D is of course delighted to see the motion from Slough that there should be increased facilities for Council candidates to express their views and policies. We have always maintained that voters should be given every opportunity to see their candidates in action, and our columns remain open to all who would argue their policies in public—and to those who would criticise them.

Turning to the Council's final comments on the 1970 Branch resolutions, we feel sure that members will be grateful for the positive, if careful, guidance that has been issued on how to deal with a prescription it is deemed "inadvisable" to dispense.

The advice to consult two colleagues who are of a like mind (p 316) is eminently sensible, and we would suggest that where possible, one of the colleagues should be an officer of the local branch, or of the local Pharmaceutical Committee, so that dissemination of the information can be expedited.

sales forces of their company either nationally, internationally, regionally or at an area level.

In two parts, the first explores the place of sales management within the marketing function. In the second and main part, the author points to what is considered best current practice in such functions as planning, organising, training and controlling a sales force. The author, an honours graduate in geography and managing director of a marketing company, states he has drawn those practices mainly from the British scene.

**The Biochemistry of Inorganic Compounds of Sulphur.** A. B. Roy and P. A. Trudinger, Cambridge University Press, 200 Euston Road, London NW 1. 9 x 6in. Pp xvi + 400. £6.

A review of the broad field of the biochemistry of inorganic sulphur compounds which brings together information that has appeared in medical, chemical, biological and industrial journals. After a general introduction the subject is dealt with in four sections, on chemistry, investigations using enzymes; metabolism and economic aspects.

## BOOKS

**Managing a Sales Force.** M. T. Wilson, Gower Press Ltd, 140 Great Portland Street, London W1N 5TA. 12 x 8½ in. Pp 184. £5.

The function and role of a sales manager varies widely with the company with which he is employed. The author, therefore, states in the preface that the book is intended for those who control field

# Photographic equipment review

**Polaroid Colorpack 80 Land Camera:** Made and distributed in Great Britain by Polaroid (UK) Ltd, Rosanne House, Welwyn Garden City, Herts. Recommended retail price £19·95. New format,  $3\frac{1}{4} \times 3\frac{3}{8}$  in Polaroid Type 87 Land film (8-exposure, black-and-white) and Polaroid Polacolor Type 88 film, have suggested retail prices of £1·05 and £1·75 respectively.

**Design and style:** The new square-format camera is similar in general appearance to the fore-runners in this range—chunky and no nonsense with simplified controls and operation. The body is in black plastic moulding with metallic trim to the lens panel. The wrist-sling with cross-bar, which has the advantage of ensuring that the film is pulled in a straight line through the stainless-steel rollers within the back of the camera, is retained.

The two fixed lens apertures of f/9 for Polacolor and f/60 for the Type 87 black-and-white material are controlled by a slider in the top edge of the lens mount which discloses the figures "75" or "3000." To the right of the lens is the CdS exposure-meter window, with a "lighten-darken" control, coupled to the electronic shutter which has a continuous range from one second to 1/500 second. (A criticism here is that, as the longest exposure may be one second, a tripod bush might have been provided, especially as the underside of the camera slopes and it is, therefore, difficult to balance on a tripod or other support.)

Normally focusing is not necessary for black-and-white film, but when using colour film at the larger aperture of f/9 focusing is provided for. This is effected by rotating the rim of the circular lens

mount, the footage indications on which are visible clearly in bottom edge of the viewfinder. At other times and when using flash, the lens is set to 5 ft, which is the optimum distance for flash photography—the limit is 8 ft. Electronic flash is not catered for in the Colorpack 80.

**Performance:** Both for exterior and interior picture-making acceptable results were obtained either with daylight or with flash. The cube itself is used to wind up the rotating mechanism and when four exposures have been made the cube stops at an angle of 45° clearly indicating that it is expended. The instruction book for the camera and the leaflet for the film are both exceptionally clear, although rather long.

Provided that these instructions are followed precisely even a novice should have no difficulty in using the camera—in these days though, with the demand for "instant pleasure" one wonders how many failures will really be due to laziness on the part of the user who won't be bothered to heed the advice of the manufacturer "*Please take a few minutes to read this book carefully.*" However, all is not lost, because there is a *précis* of the instructions on the panel of the "Cold-clip" which slides into a recess on the back of the camera.

As the camera was new when tested no trouble was experienced from a dirty development-system spreader. Here again, the instructions about taking care of this removable component and the proper method of handling and cleaning it are very clear, occupying a page of the instruction-book with four illustrations.

One last point concerns the shutter-release plunger. This seemed rather stiff

(possibly due to the camera being new) and might lead to blurred pictures at the slower shutter speeds—however, as with all C&D tests, the camera was firmly supported for every exposure, in order to ensure maximum sharpness.

**Presentation:** The camera is "nested" in a pair of expanded-plastic-foam mouldings within a light card carton, carrying a clear identification of the contents as well as attractive panels of spectrum colours.

## LETTERS

### Your guess . . .

I enclose a prescription which serves to emphasize the problem of pre-signed EC10s and show how pharmaceutically-ignorant some doctors' dispensers and assistants are.

If a doctor's dispenser will write such rubbish as this (and it is not the first time), just what do they dispense?

**Yorkshire pharmacist**

The prescription, clearly written, but in a different hand from that of the signature, reads:

Ex Cascara Liq 75 mls  
Ex Glyceryl Liq 15 mls  
Ex Glyceryl Liq 15 mls  
Glyceryl Liq 35 mls  
10-15 mls as directed

### Gold therapy

The attention of readers working in hospital and general practice is drawn to a leading article entitled "Gold for rheumatoid arthritis" which appeared in the *British Medical Journal* of February 27. The article referred to the undoubted value of gold therapy in rheumatoid arthritis, at the same time mentioning the risks associated with its use and the ways by which the hazards may be lessened.

Many of the evils of gold therapy have been ascribed to the use of excessive doses thereby producing dangerous plasma levels which may persist for many months; today individual doses in excess of 50 mg of sodium aurothiomalate (Myocrisin) are seldom used. As an aid to the prevention of further incidents it has been decided to cease the manufacture forthwith of the 100 and 200 mg strengths of Myocrisin; the 1, 5, 10, 20 and 50 mg strengths will continue to be available.

We are of the opinion that our action, coupled with persistent vigilance on the part of the administering doctor for early signs of impending gold toxicity with prompt withdrawal of the treatment if required, will render the use of gold even more acceptable as a basic therapy of the remorseless and progressively crippling effects of rheumatoid arthritis.

When it appears necessary, pharmacists are asked to bring this matter to the attention of prescribers.

**C. R. Day, manager**

Medical information division,  
Pharmaceutical Specialities  
(May & Baker) Ltd

#### Polaroid Colorpack 80 land camera

FILM SIZE	$3\frac{1}{4} \times 3\frac{3}{8}$ in (8·2 x 8·6 cm)
MANUFACTURER	Polaroid (UK) Ltd, Rosanne House, Welwyn Garden City, Herts
DISTRIBUTOR	As above
LENS	114 mm (4½ in) triplet. Focusing mount
SHUTTER	CdS-cell controlled transistorised with speed range continuously variable from 1 to 1/500 sec
FEATURES	Simplicity—black-and-white pictures in 30 seconds; colour in one minute. Pink colour patch in viewfinder for assessing most used distance for close-ups of 5 ft
WEIGHT	18 oz. (510 gm)

DIMENSIONS	6½ x 5½ x 5½ in (165x140x140 mm)
ACCESSORIES	None: shrouded flash-cube housing built-in
RECOMMENDED	Colorpack
RETAIL PRICES	80 camera £19·95 Polacolor Type 88 film £1·75 Polaroid Type 87 film £1·05 Polaroid 380 case £2·25



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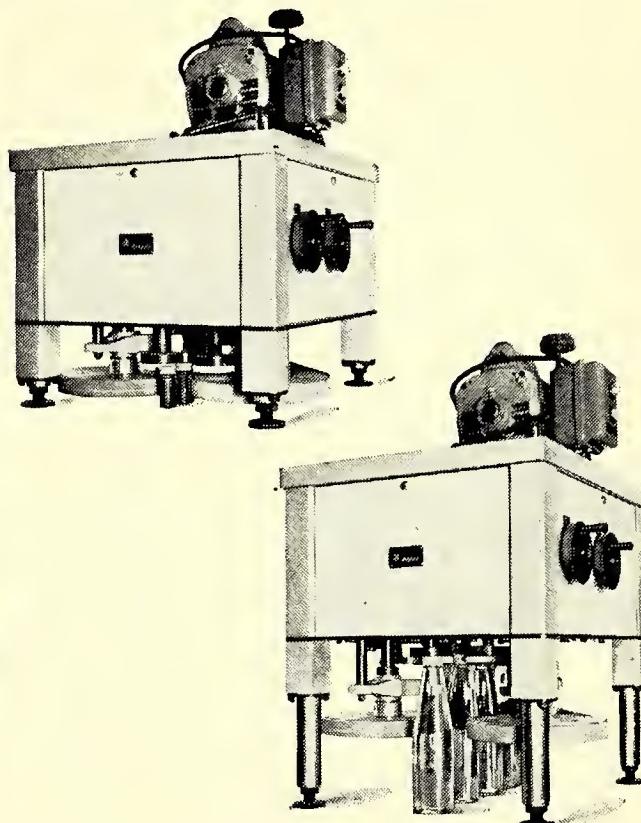
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# PROFESSIONAL NEWS

Pharmaceutical Society  
of Great Britain

## Resolutions for Branch Representatives' meeting

The following resolutions are to be debated at the Pharmaceutical Society's Branch Representatives' meeting being held in London on May 20.

1. CARDIFF: That No. 3, Section XII of the by-laws be amended to read: "3. All members are entitled to vote for the election of members of the Council and auditors. Any 10 members, of whom five must be from the branch of the member nominated, desirous of nominating any other member for election as a member of the Council or as an auditor" . . . the rest to read as before.

2. SLOUGH: That in order to introduce a greater degree of democracy into the running of the Society, increased facilities for candidates for Council to express their views and policy should be made available in *The Pharmaceutical Journal*.

3. GRIMSBY and SLOUGH: That a select committee, including a majority of non-Council members, be formed to investigate systems of voting for election to Council on a regional basis for candidates nominated from within the regions.

4. HASTINGS: That the Society should reconsider the boundaries of its regions, and in particular those regions which are geographically and administratively unwieldy.

5. MID-GLAMORGAN: That pharmacists resident in Wales should have direct representation on the Council of the Society, as the Secretary of State for Wales is now responsible for Health Services in Wales.

6. AYLESBURY: That in view of the state of pharmacy today, the Pharmaceutical Society of Great Britain, which has enrolled as members all pharmacists on the Register, should proceed to promote legislation as necessary to enable them to negotiate with all other bodies in pharmacy and legally to assume the position where the Society may negotiate on behalf of all members of the profession and further their interests professionally, economically and academically. Furthermore, that they ensure a fresh charter be granted which would enable such objects to be within their powers and that no fetters be placed on any participation in commercial matters affecting pharmacy.

7. GRIMSBY: That the Council of the Pharmaceutical Society should take a more practical interest in its membership by taking active steps to co-operate with the Company Chemists Association, the Co-operative Union, the National Pharmaceutical Union and Guild of Public Pharmacists to achieve a higher degree of unity so that the profession can speak with one voice in negotiations with the Department of Health and Social Security.

8. FOLKESTONE: That the Council should press the Department of Health and Social Security to redefine the conditions for exemption from prescription charges to

include all illnesses requiring long-term medication.

9. STIRLING and CENTRAL SCOTLAND: That packs of medical products that are required to be sold under the supervision of a pharmacist should be initialled and dated by the pharmacist at the time of sale, and that the Council should recommend the design of a label for this purpose.

10. EAST METROPOLITAN: That the existing rota system is inadequate for the public, uneconomical for the pharmacist and unhelpful to the image of pharmacy. We call on the Council together with the Central NHS (Chemist Contractors) Committee to seek statutory control of hours of service to facilitate an organised and economic large radius rota service until 9 pm on weekdays, and as appropriate on Sundays and Bank Holidays, in conjunction with a rota 24 hour call service through police stations for properly endorsed urgent prescriptions.

11. LANCASTER, MORECAMBE and WESTMORLAND: That the Pharmaceutical Society should press for legislation to provide that all solid dosage forms of medicinal products have embossed or printed on them, for identification purposes, and in addition to any other marks which the manufacturer may use, a five figure number allocated to the product by a central controlling authority.

12. LEEDS: That the Council of the Society should forcefully bring to the notice of lecturers in medical schools and others, the legal provisions relating to the writing of prescriptions and the need to ensure that prescriptions are written legibly.

13. SHEFFIELD: That the Council of the Society should inform the membership at the earliest possible date of the progress in the present negotiations with the BMA on the problem of rural dispensing and indicate how the Council now propose to proceed.

14. GLASGOW and WEST of SCOTLAND: That projections should be made from the current series of manpower and registered pharmacy surveys with a view to estimating the future manpower requirements of the profession in the light of expected developments in the practice of pharmacy.

15. NORTH METROPOLITAN: That all Schools of Pharmacy should include in their courses instruction in the professional aspects of pharmacy given by pharmacists with appropriate experience.

16. SHEFFIELD: That the Council of the Society should examine the possibility of encouraging pharmacists in general practice to participate in some study or research into aspects of the practice of the profession.

17. LEEDS and THANET: That the decision to curtail branch participation in the Branch Representatives' meeting and the

British Pharmaceutical Conference and in relation to headquarters' speakers and headquarters' guests at dinner-dances should be rescinded.

18. BEDFORDSHIRE: That the Pharmaceutical Society and the British Medical Association should actively encourage regular consultation and co-operation between their respective local branches.

19. NORTHAMPTON: That the label of every dispensed medicine should include the date of dispensing.

20. NORTH METROPOLITAN: That the interests of the public would be best served if the use of typewriters for the labelling of dispensed medicines were standard practice and calls upon Council to investigate ways of attaining that end.

21. SCUNTHORPE: That the Society should press the Central NHS (Chemist Contractors) Committee to negotiate with the Department of Health and Social Security, an agreement that no more than 14 days' supply of a medicine should be provided against an NHS prescription.

22. NORTH STAFFORDSHIRE and PORTSMOUTH: That the responsible Government department should provide secure storage facilities, ie, strong-box or safe, for the protection of drugs of abuse and that the owners of retail pharmacy businesses should be reimbursed for any additional expenses involved in complying with any future legislation regarding security of premises.

23. WEST KENT: That Council should take steps to ensure that in the future any new company owning a retail pharmacy business should have the controlling interest held by a registered pharmacist or pharmacists.

24. FINCHLEY and SLOUGH: That the Pharmaceutical Society should seek the financial aid of the Department of Health and Social Security to distribute an index of pharmaceutical products to all medical practitioners and chemist contractors in the National Health Service.

25. BRISTOL and LEEDS: That a meeting of Branch Press Officers should be arranged annually with the initial idea of co-ordinating a positive approach to press publicity.

26. AYLESBURY: That a short explanatory paragraph should accompany motions on the agenda of the Branch Representatives' meeting in order that the full meaning of the motions be appreciated.

27. NORTH STAFFORDSHIRE: That there is a definite need for pharmacists to become Members of Parliament, and that the Parliamentary Fund be given more publicity.

28. GLASGOW and WEST of SCOTLAND: That the Society should seek means of discouraging the sale of cigarettes in pharmacies.

29. DUDLEY, STOURBRIDGE: That the Pharmaceutical Society should formulate and publicise a code of conduct for locum pharmacists.

30. GRIMSBY: That the Pharmaceutical Society should be informed first, as a matter of principle and courtesy, by outside bodies of any measure which affects the Society's members and that the Council should take the necessary steps to encourage such bodies to do this.

# Drug misuse in NI: scope for pharmacists

The Council of the Pharmaceutical Society of Northern Ireland, meeting in Belfast on February 18, adopted a recommendation from its Public Relations Committee that pharmacists should take a more active part in combating the drug misuse problem.

Presenting the Committee's report Mr J. L. McIntyre said a provincial weekly paper had published a lengthy account of an interview between a reporter and two young drug takers. The young people had alleged that a "very strong" cough mixture containing a large percentage of heroin could be purchased from some pharmacists. When LSD was not available they said, sleeping tablets could be obtained for 10p each.

The secretary, Mr W. Gorman, had written to the Editor asking him to publish a letter pointing out the degree of control imposed on the sale of heroin by the Dangerous Drugs Act and Regulations.

After two months the secretary's letter had been neither published nor acknowledged.

The Committee recommended that every possible help should be given in arranging for pharmacists to attend careers conventions in grammar schools. Efforts were being made to collect suitable display material for use on such occasions. The Committee also recommended that a request for a meeting with representatives of the medical profession should be followed up.

## General ignorance

Speaking on the recommendation that pharmacists should take a more active part in combating drug misuse Mr W. H. Boyd said he had recently attended a talk on the misuse of drugs at which the speaker informed the audience that Gee's Linctus contained 33 per cent of morphine. He had felt obliged to correct the statement. The demand for talks about the drug problem was such that speakers with little knowledge of drugs were being used.

Pharmacists had an important contribution to make and ought to seek representation on appropriate committees.

The Education Committee's report was presented by Mr J. A. Boyle who said it was hoped that students at levels 2 and 3 would be accommodated within the main buildings of Queen's University in October, 1971. New accommodation would have to be provided but it might be possible to use existing laboratories. At present the staff of the pharmacy department were the employees of Belfast County Borough Education Committee and the move to the University necessitated the advertising of the posts. Equipment in the present pharmacy department would be transferred to the new regional college and a considerable sum would be needed to equip the pharmacy labora-

tories in Queen's University. The work involved in the move would rule out any possibility of a refresher course for pharmacists in September, 1971. The Committee recommended that the possibility of arranging courses in management studies, formulation and pharmacology be investigated. The report was adopted.

The report from the Law Committee included a draft of by-laws to amend the procedure for Council elections. The Committee had also discussed correspondence from the Medicines Commission and it was hoped to meet representatives of the Department of Health and Social Services at an early date. The president, Mr J. Paul, announced that the next meeting of the working party would be attended by two representatives of the Pharmaceutical Society of Great Britain.

The President congratulated Professor O. L. Wade MD, FRCP, on his appointment as Professor of Clinical Pharmacology at Birmingham University. Replying, Professor Wade recalled with pleasure lectures provided by himself and his staff. They had always been well attended and the enthusiasm of the pharmaceutical audience had been a great encouragement to them.

It was reported that an Order had been made by the Ministry of Home Affairs withdrawing from William David Smith, MB, BCh, 118 Marlborough Park Central, Belfast, the authority to possess and supply and prescribe dangerous drugs.

## 562 pharmacies closed in 1970

Economic failure was the direct cause of more than a third of the 562 pharmacy closures in 1970, a survey by the Pharmaceutical Society has shown.

Taking into account the opening of 192 new pharmacies, there was a net loss of 370 during the year, reducing the total to 12,481. This compares with a net loss of 478 premises in 1969, though in that year the figure was artificially high because of 169 closures resulting from the Boots-Timothy Whites merger. The merger accounted for only 84 closures in 1970, so that for the first time since 1963 there was a trend towards a reduction in annual net closure figures. Nevertheless, the total number of pharmacies has fallen by 2,832 since 1955, a reduction of about 18·5 per cent in 16 years.

The Society has analysed the reasons for closure, and finds that economic pressures of one kind or another accounted for more than half the total. The following are the national percentages:

Death of owner, manager	9.9
Retirement of proprietor	8.3
Business uneconomic	36.2
Closure of local surgery	0.5
Bankruptcy of owner	1.4
Removal of premises	3.6
Demolition, re-opened elsewhere	0.7
Demolition, business closed	8.6
Expiry of lease	2.3
Amalgamation of two businesses	7.3
Other reasons	4.1
Reason not known	17.0

When regional differences were examined, the highest losses of numbers were found to be in the north of England (3·4

per cent) and in London (3·9 per cent). Hertfordshire, with 5 per cent, had the worst county record.

Non-viability was the leading cause of closure in all areas, but demolition of premises accounted for 13·3 per cent in the north and 20·6 per cent in Scotland. Expiry of lease was blamed in 7·5 per cent of London closures.

## Comments on the 1970 resolutions

The Working Party on NHS General Pharmaceutical Services, under the chairmanship of Sir Hugh Linstead, has so far discussed statistical information relating to general practice pharmacy, changes in remuneration since the inception of the service in 1948, and salaries paid to other professions.

The final report of the Council of the Pharmaceutical Society on resolutions passed at the 1970 Branch Representatives' meeting says that those were the topics considered at meetings in December 1970 and January 1971, together with information received from abroad following inquiries into the basis of remuneration for health insurance dispensing in other countries.

The report also says that the Department of Health is obtaining up-to-date information about the production of an official multi-dose measure for use by patients taking oral liquid medicines.

Other items in the report, already fully published, relate to the timing of nominations for the Council election, the cover of the Society's journal, submission of reports of the committee on a Planned Pharmaceutical Service to local authorities, the provision of postgraduate course for pharmacists under the Health and Welfare Regulations, and endorsement of prescriptions (see p 316).

## BUSINESS Q&A

*Can you tell me whether we can get a depreciation allowance on display windows?*

Shopfronts do not qualify for capital allowances, but are treated on the replacement basis. A separate standing show-case however, forming part of a shop window display may qualify for capital allowances as fixtures and fittings.

*We have closed one of our branches, and as a result we have considerable sums of surplus capital. We are considering a scheme of capital reduction. What will be the position if, as a result, half my capital is repaid. Shall I be required to pay capital gains tax?*

Except where in the opinion of the Inspector of Taxes the repayment is small in relation to the holding, a repayment of capital would be treated as a part disposal for capital gains tax purposes, and tax would be chargeable accordingly.

# MARKET NEWS

## Raw material costs inflate lanolin prices

London, March 17: Because of steeply rising raw material costs the price of anhydrous lanolin has been increased by the makers. There is currently a world shortage of wool grease and the shortage is expected to continue until the second half of the year. Wool alcohols BP is also dearer.

Among crude drugs, aconite and white squill have been cleared on the spot; Costa Rican ipecacuanha was again easier in both positions and pepper was lower for shipment.

Spanish olive oil is quoted around £355-£360 long ton, duty paid. Most other producing countries are not quoting, although there is some Tunisian being offered for shipment.

Many vitamins are in short supply and the free market price in several instances is well in advance of the manufacturer's. Imported ascorbic acid is being traded at £1.87½ kg against £1.50 and riboflavin at £25 kg against about £12.

### Pharmaceutical chemicals

**Acetic acid:** In 12-ton lots, delivered, per metric ton, BPC glacial £87.50; 99.5 per cent technical £81; 80 per cent grades pure £76.50; technical £69.50. **Alcohol:** (Per proof gal). Ethyl, fermentation in 2,500 bulk gal lots—plain British spirit £0.225; SVR 96.1 per cent £0.233; absolute 99.5 per cent £0.241; 99.9 per cent £0.245. In drums 900 gal minimum respective prices are £0.238, £0.246, £0.254, £0.258; Synthetic grades are PBS £0.152; 99.5 per cent £0.164 in bulk and £0.165 and £0.177 in drums.

**Ascorbic acid:** 50-kg lots £1.50 kg.

**Borax:** BP grades, 1,000-kg in paper bags delivered; granular £75, crystals £100; powder £82; extra fine powder £86. Technical grades less £20 per 1,000 kg. **Boric acid:** BP grade per 1,000-kg; granular £99; crystals £140; powder £110; extra-fine powder £114 in paper bags, carriage paid. Technical is £20 per 1,000 kg less than BP grades.

**Calcium carbonate:** BP precipitated £47.50 per metric ton.

**Calcium lactate:** 250-kg £412 per metric ton.

**Calcium pantothenate:** £5 kg; 25-kg: £4.70 kg.

**Calcium sodium lactate:** £613 per metric ton.

**Carotene:** Suspension 20 per cent £16.67½ kg.

**Chloroform:** BP from £213.55 per metric ton in 280-kg drums to £222.75 in 36-kg drums.

**Citric acid:** BP granular per metric ton 50-kg lot; £306; 250-kg £295; 1,000-kg £284. Premiums anhydrous £18; powder £10.

**Cortisone:** acetate £0.25 per g.

**Cyanocobalamin:** Up to 200-g lots £2 per g.

**Emetine:** hydrochloride £375 kg;—bismuth iodide £212.50.

**Ether:** Anaesthetic BP—2-litre bottles £0.80 each for under 360 kg; £0.72 for 700 litres; 32-kg drums £0.39 kg. Solvent BP—per metric ton in drums from £271 for 500-kg lots in 16-kg drums down to £249 in 130-kg drums; 250-kg from £291 to £269.

**Ferrous gluconate:** (Per metric ton) 25-kg lots £600; 250-1,000 kg £554.

**Ferrous phosphate:** In kegs £0.46 kg.

**Folic acid:** 1-kg £32; 50-kg £28-£29.

**Gallic acid:** 1,000-kg lots £1.59 kg.

**Hydrocortisone:** Acetate or alcohol 5s (£0.25) £.

**Hydroxocobalamin:** £5.25 per g.

Hypophosphites: Per kg	12.5 kg	50 kg
	£	£
Calcium	1.14	1.02½
Iron	2.34½	2.26½
Magnesium	1.98	1.02½
Potassium	1.57	1.45
Sodium	1.27½	1.17½

**Iron and ammonium citrate:** (Per metric ton) granules, 50-kg lots £610; 250-kg £592; 50-kg scales £780; green £820.

**Iron ammonium sulphate:** 250-kg £180 per metric ton.

**Iron phosphate:** £450 per metric ton.

**Lactic acid:** £517 per metric ton.

**Menaphthone:** 100-kg lots £5 kg; **Acetomenaphthone:** £5.62½.

**Methylated spirits:** In 45-gal drums minimum 500 gal, delivered, industrial 66 op £0.302 per bulk gal; perfumery quality £0.35; mineralised £0.316.

**Mercurochrome:** £7.25 per kg.

**Mercury salts:** Per kg in 50-kg lots and over; ammoniated powder £6.45; perchloride £5.40; subchloride £6.70; oxides, yellow £7.55; and red £7.30.

**Mersaly:** Acid £13.75 per kg; sodium £16.75.

**Methadone hydrochloride:** Subject to D.D.A. regulations £0.15 per g for 100-g lots.

**Methyl salicylate:** Per metric ton in 5-ton lots £425; 1-ton £430; ½-ton £435.

**Narcotine:** Alkaloid and hydrochloride £13 kg or 2 kg.

**Neomycin sulphate:** BP 5-kg £27.50 kg.

**Nicotinamide:** (Per kg) 1-kg £2.15; 25-kg £1.87½ 50-kg £1.70.

**Nicotinic acid:** (Per kg) 1 kg £2.05; 50-kg £1.62½.

**Oleic acid:** BP is £206.70 per metric ton delivered.

**Oxalic acid:** 20-ton lots about £170 metric ton.

**DPanthenol:** £9 kg; 5-kg £8.50 kg.

**Penicillin:** Sterile sodium; potassium or procaine £12.92 per 1,000 Mu for 5,000—25,000-Mu lots.

**Phenolphthalein:** 250-kg lots 18s 9d (£0.9kg.3½) £686.70; sulphate £878.70.

**Piperazine:** Under 50 kg per kg; adipate £0.963 kg; citrate £0.92½; hexahydrate £0.663 phosphate £1.02½.

**Potassium citrate:** £326 per metric ton.

**Potassium permanganate:** BP £0.22½ kg; technical £0.21½.

**Pyridoxine:** £7.10 kg; 25-kg £6.85 kg.

**Pyrogallic acid:** Photo' crystals 200-kg lots £4.73 kg.

**Riboflavin:** £12.25 kg; 25-kg £11.90 nominal.

**Saccharin:** BP powder 1 lb and over £0.85; soluble £0.77½ lb.

**Sodium bicarbonate:** BP £26.40 per long ton for 8-ton lots in 1-cwt bags delivered.

**Sodium citrate:** £293 per metric ton.

**Sodium perborate:** (Per 1,000 kg)—tetrahydrate £129; perborate monohydrate £283.50.

**Sodium percarbonate:** (Per metric ton) £163.

**Sodium potassium tartrate:** (Per metric ton) 50-kg £287; 250-kg £282; 1,000 kg £278.

**Sodium salicylate:** 1,000-kg lots £0.50 kg.

**Sodium sulphate:** BP from £35 to £40 per metric ton as to crystal. BP exsiccated £60 ton.

**Sodium thiosulphate:** £44 per metric ton.

**Stilboestrol:** BP in 25-kilo lots £33 kg.

**Streptomycin:** Sterile base or sulphate £15 kg for 25-kg lots.

**Strychnine:** (kg) alkaloid £12.25; sulphate and hydrochloride £10.50.

**Thymol:** In 1-ton lots £2 per kg.

### Crude drugs

**Aconite:** *Napellus* Spot cleared; £1,250 metric ton, cif.

**Balsams:** (lb) *Canada:* £1.75 spot; £1.72½, cif. *Copaiba:* BPC £0.60; Parasoluble £0.40. *Peru:* £0.95; £0.90, cif for shipment. *Tolu:* BP £0.70.

**Buchu:** rounds £1.55 lb spot; shipment nominal.

**Camphor:** BP powder £1.75 kg spot; £1.35, cif. Ceylon £1.60, cif. Prime seeds £1.60, cif.

**Cascara:** spot £19 cwt; £18.25, cif.

**Cassia:** *Lignia* broken £414 long ton, cif; whole £425.

**Ipecacuanha:** Matto Grosso £3.30 lb spot; £3.18, cif. Costa Rican, spot £3.35; £3.20, cif.

**Lanolin:** Anhydrous BP minimum 1000 kg £340-£375 per metric ton as to grade, Wool alcohols BP, minimum 50 kg £880 metric ton.

**Pepper:** (long ton) Sarawak white £435 spot; £415, cif; black £420; £380 cif.

**Squill:** White nominal. Spot and cif.

**Seeds:** (long ton) *Anise:* China star £165, cif. Spanish green £247.50 spot. *Caraway:* Dutch ex wharf; £280, cif. *Celery:* Indian £380 spot £300, cif. *Coriander:* Rumanian split £72.50 metric ton, cif; Moroccan £88 long ton, £82, cif. *Cumin:* Syrian £265 spot; £280, cif. *Dill:* £137, cif. *Fennel:* Chinese for shipment £105, cif. (metric ton). *Fenugreek:* Moroccan £57.50, cif. *Mustard:* £3-£6 spot as to quality.

**Waxes:** (long ton) *Bees'* £740, cif. *Candelilla:* £570 spot; £550, cif. *Carnauba:* fatty-grey £420; £380, cif; prime yellow, £590; £545, cif.

# COMING EVENTS

### Monday March 22

**Enfield Branch, Pharmaceutical Society,** Post-graduate Medical Education Centre, Chase Farm Hospital, at 7.45 pm. Mr D. Coyle on "Fruit juices and essences" (illustrated talk).

**Nottingham Branch, Pharmaceutical Society,** 64 James Street, Nottingham, at 8 pm. Mr G. Sykes (chief microbiologist, Boots Pure Drug Co Ltd) on "Microbial contamination in pharmaceuticals and cosmetics."

**North Metropolitan Branch, Pharmaceutical Society,** School of Pharmacy, Brunswick Square, London, WC1, at 7.30 pm. Professor A. H. Beckett on "Science, smuggling and searching on the route to modern analgesics."

### Tuesday March 23

**Warrington Branch, Pharmaceutical Society,** Hillcliffe Hydro hotel, Appleton, at 8 pm. Mr C. Bloom on "Problems associated with the development of pharmaceutical formulation."

**Society for Analytical Chemistry and Institute of Physics and Physical Society,** University of Southampton (two days). Joint meeting on instrumental trends and requirements in spectrochemistry. Sessions 1 and 2 on March 23 deal with multi- and single-element systems; session 3 on March 24 comprises review papers on particular fields including Mr R. Farrow, BDH Chemicals Ltd, on "Chemicals and pharmaceuticals."

### Wednesday March 24

**Birkenhead Branch, Pharmaceutical Society,** Birkenhead Technical College, at 8 pm. Talk on "Chemical propulsion for space."

**Sheffield Branch, Pharmaceutical Society,** City Hall Memorial Hall, Sheffield, at 8 pm. Ladies' night.

**Pharmaceutical Group Lunchon Club, Royal Society of Health,** Criterion Restaurant, Piccadilly Circus, London SW1, at 12 noon. Mr W. M. Darling, president Pharmaceutical Society on "General practice of pharmacy—observations on relation with the pharmaceutical industry."

### Thursday March 25

**Bedfordshire Branch, Pharmaceutical Society,** Red Lion hotel, Deadman's Cross, at 8 pm. Mr G. T. Booth on "Financial control and viability of the general practice pharmacy."

**Thames Valley Pharmacists' Association,** Winthrop House, Surbiton, at 8 pm. NPU annual meeting. "Twenty years with the NPU," by Mr J. McClenahan and Mr W. A. G. Kneal.

**South Lincolnshire Branch, Pharmaceutical Society,** Westland Hall, Boston General Hospital, at 7.30 pm. "Corticosteroids" (Film and slides from the Society).

**Sunderland Branch, Pharmaceutical Society,** Sunderland Polytechnic, at 7.30 pm Dr D. R. Bragg (head of the School of Pharmacy, Leicester Polytechnic) on "Folk medicine."

**Society of Cosmetic Chemists,** Institute of Electrical Engineers, Savoy Place, London WC2, at 7 pm. Mr K. Aynsley (Gibbs Proprietaries Ltd) on "Problems in the manufacture and development of perfumed toiletries" (joint meeting with the British Society of Perfumers).

### Sunday March 28

**London and Home Counties Branch and Pharmacy Group, Socialist Medical Association,** 14 Jockeys Fields, London WC1, at 10 am. Seminar on "The social causes and social consequences of addiction."

# CLASSIFIED

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create a refined merchandising persuasion that — SELLS. Plus pilferage protection. Terms: cash, lease or h.p. Send for a brochure to:  
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**SHOPFITTINGS** — Manufacturers of chemists fittings offer Special Terms to chemists opening or refitting in Nov., Dec., and Jan., willing to act as show installations for new range of display shelving, showcases, counters and check-out units. Usual H.P. facilities. Limited amount of three year rental available. Rocano Ltd., St. Paul Street, Bristol 2. Tel.: Bristol 40328.

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## SITUATIONS VACANT

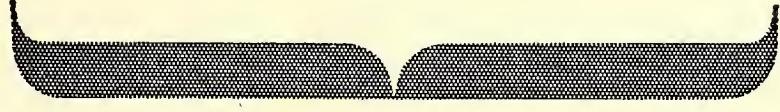


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Lane End Road,  
High Wycombe,  
Bucks.

Tel: High Wycombe 21124.



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Applications to:  
Hospital Secretary,  
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**PHARMACIST**  
(Basic Grade) PART TIME required. Whitley Council Conditions. Post vacant immediately.

Apply Hospital Secretary.  
Tel.: 01-520 2233.

**ST. WILLIS HOSPITAL,**  
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(324 beds)  
Pharmacist

required at this general hospital. Salary £1,325-£1,665 p.a. will participate in Ward Pharmacy Scheme. Good experience. Assistance provided in finding accommodation in the locality. Apply quoting 2 referees to Group Secretary, 64 Cardiff Road, Newport.

## WANTED

**WE WILL PURCHASE** for cash a complete stock of a redundant line, including finished or partly finished goods packaging, raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W 11. Tel. Park 3137-8. C 140

# CLASSIFIED

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MID WALES HOSPITAL MANAGEMENT COMMITTEE  
Bronglais Hospital Aberystwyth

### Deputy Chief Pharmacist (Category 4)

At the above new General Hospital's well equipped and modern department. Salary scale £1,509—£1,930 p.a. Commencing salary according to experience plus certain qualifications allowance of £25. Unfurnished accommodation available.

Applications giving details of qualifications, experience and the names and addresses of two referees to group secretary:

Gorseland,  
North Road,  
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(Tel: 7621).

Closing date extended to 3rd April, 1971 due to Postal Strike.

## PREMISES TO LET

### Eton Rural District Council

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The Council has developed an estate which includes 12 shops, eleven of which are occupied. The remaining shop has been reserved for occupation by a pharmaceutical chemist if a suitable applicant is found.

Shop area about 40 ft. x 19 ft. plus toilet facilities, yard and garage. Flat above available on separate tenancy.

Further particulars from the undersigned at Council Offices, Windsor Road, Slough.

D. P. HARRISON,  
Clerk.

## MISCELLANEOUS

**MANLY MAN'S BELT.** Nationally advertised "obtainable from chemists." £2.68. Full trade terms. Order by waist measurement from Manly Co., 23 Freshwater Parade, Bishopric, Horsham, Sussex. Telephone: Horsham 5426.

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Salary scale £1,786 to £2,372 plus £92 per annum environment allowance. Starting salary above the minimum of the scale may be allowed for previous National Health Service, Government Service or other comparable experience.

As the duties include supervision of certain other prison service establishments some travelling will be necessary.

A five day week is worked. The annual leave allowance is four weeks rising to four weeks and three days after ten years' total service, plus six public holidays.

Application form and further details obtainable from The Establishment Officer, Home Office, Prison Department, (R 9/4 VDC), Portland House, Stag Place, London, SW 1.

## FOR SALE

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Our address for Box No. replies is  
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# FROMENT

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with each dozen on orders  
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	YOU PAY	YOUR PROFIT
PER DOZEN 25 ml	£1.20	<b>£0.75</b>
PER DOZEN 50 ml	£2.20	<b>£1.37½</b>
PER DOZEN 100 ml	£4.12	<b>£2.51</b>

*You can earn an EXTRA 5% by  
combining a Selsun Bonus Order  
with an order for other Abbott products  
to make a £25 parcel*



To Abbott Laboratories Ltd., Queenborough, Kent.

Please supply on **BONUS TERMS**

- ..... dozen 25ml Selsun plus 1 FREE per dozen
- ..... dozen 50ml Selsun plus 1 FREE per dozen
- ..... dozen 100ml Selsun plus 1 FREE per dozen

Minimum order three dozen (whole dozens only of any size)

This bonus offer may be combined with orders for other Abbott products for EXTRA 5% discount (minimum total order £25).

Please state if you wish this order to be invoiced direct to you or through a nominated wholesaler. In either case the bonus stock will be sent from Queenborough.

Please supply the following Abbott products to entitle me to an extra 5% discount on the SELSUN offer.

Delivery address

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\* Invoice me direct  
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7. Olive Oils—white flint
8. Tablets—white flint and amber
9. Jars—white flint and amber
10. Eye Drop bottles and Droppers —amber

For details of sizes contact:-



BEATSON, CLARK & CO. LTD., Rotherham, Yorks. Tel: 0709-79141 Telex: 54329

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